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Master Negative Storage Number

PSt SNPaAg165

CONTENTS OF REEL 165

1) The Tobacco world, v. 28, no. 1-11, 13-26
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245 14 The Tobacco world
260 Philadelphia, [Pa. $bs.n.]
300 v. $bill. $c38 cm.
310 Monthly $bApr. 1936-
321 Weekly $b<1902>-1909
321 Semimonthly $bJan. 1910-Mar. 15, 1936
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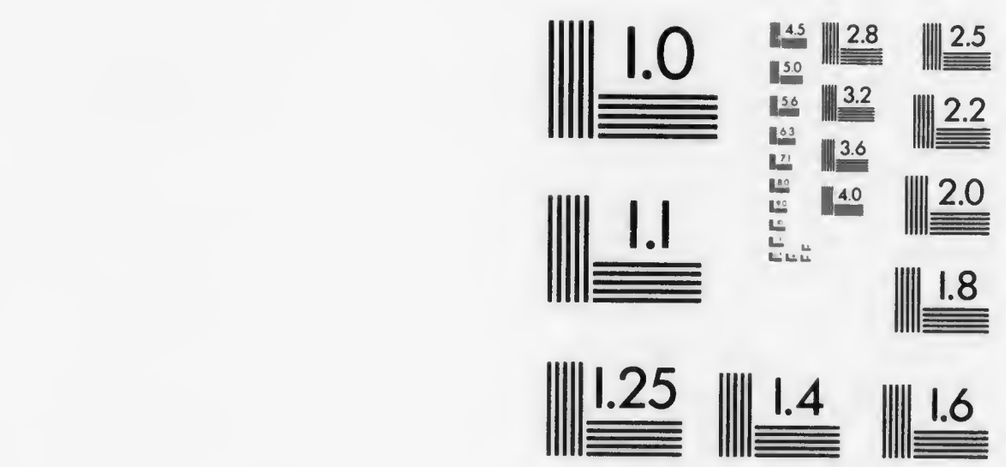

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Volume 28
no. 1-11, 13-26
January 1, 1908 – June 24, 1908

U. S. Department of Agriculture

THE TOBACCO WORLD

Established in 1881.
Vol. XXVIII., No. 1.

PHILADELPHIA and NEW YORK, JANUARY 1, 1908.

One Dollar per Annum.
Payable in Advance.

Philipp J. Kolb & Co.
Importers & Packers
OF
LEAF TOBACCO
310 Race Street Philadelphia

UNITED STATES TOBACCO CO.
. . . MANUFACTURERS OF . . .
CENTRAL UNION . Cut Plug
IDLE HOUR . . . Sliced Plug
EPICURE (For Pipe or Cigarette) Shredded Plug
HUNT CLUB . . . Cube Pipe Tobacco
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AND
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(INCORPORATED)
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Correspondence with Responsible Houses Solicited

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Made by
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PHILADELPHIA, PA.

Guaranteed Strictly Hand Made
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MAKERS
Sinking Spring, Pa.

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST
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Racine Paper Goods Co., Racine, Wis., U.S.A.
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THE TOBACCO WORLD

Vol. XXVIII., No. 1 PHILADELPHIA, JANUARY 1, 1908 One Dollar the Year

STOGIE MANUFACTURER GONE.

Financial Embarrassments Cause Him to Leave for Other Parts. An Old Record Behind Him.

Wheeling, W. Va., Dec. 28.

The action of A. J. Seamon running away rather than face the embarrassment of the financial disaster which he realized was inevitable, was almost the sole topic of conversation about the streets of Moundsville. What effect his failure will have on the Seamon's Original Wheeling Stogie & Cigar Company is the subject that is interesting the public most, and it will likely be several days before the result is known. The plant is still in operation under the management of Messrs. S. A. Steele, Secretary and Manager, and J. W. Moorehead, President. These gentlemen are fully able to take care of the business, providing Mr. Seamon's failure has not crippled the company too much financially.

The small creditors of Mr. Seamon were still scurrying about in search of some property to attach in order to secure their accounts.

Mr. Seamon sent his resignation as treasurer of the I. O. O. F. Lodge of the State to the Grand Lodge officers, dated December 5, 1907. It was written on paper bearing the letter head of the Sherwood House, Cincinnati, and mailed at Chattanooga, Tenn.

The general impression is that Mr. Seamon's destination is the extreme Southwest, where he has two brothers who are interested in mining ventures. One of his brothers was here on a visit about two years ago and the two of them sold considerable mining stock in this locality. There are few who believe that Mr. Seamon has deserted his wife and family, for whom he always manifested the greatest affection. It is not thought that he will see them in want, and his friends believe that as soon as he establishes a residence he will send for them.

Tobacco Manufacturer Commits Suicide.

Toledo, O., Dec. 27.

J. Frank Zahm, a prominent tobacco manufacturer of this city, committed suicide in his office about 9 o'clock this morning, shooting himself with a revolver. It is believed that melancholia, caused by ill health, induced the shooting.

A short time ago Mr. Zahm's physician informed him that he would probably not live more than three months. He had been suffering from Bright's disease. The tragedy occurred at the Council street tobacco plant.

—A. M. Gilbertson has sold his cigar factory at Red Wing, Minn., to George J. Miller, and the business will be conducted at 320 Plum street.

—Mr. Murphy, of the former firm of Cohen & Murphy, cigar manufacturers at Eleveth, Minn., will re-enter the trade on his own responsibility.

STOGIE AND CIGARMAKERS TO MERGE

Tentative Proposition to be Acted on in January.

Wheeling, W. Va., Dec. 28.

For years the National Stogie Makers' League has been fighting for recognition by the A. F. of L., and this may be possible in a few weeks now, though interested persons are saying nothing on the subject.

At the meeting of Garfield Local, No. 1, of stogie makers, it is understood that Organizer T. H. Flynn, of the A. F. of L., submitted a proposition from members of the Cigarmakers' International Union, which was tentatively accepted by the Garfield Local.

This proposition, it is said, was received by Mr. Flynn while in conference with cigarmakers' delegates at the recent A. F. of L. convention at Norfolk, and will develop at a meeting of the National Stogie Makers' League, to be held in January at Pittsburg. A significant feature of this convention will be the presence of President Perkins, of the cigarmakers.

From rumors it is understood the proposition looks to the merging of the two organizations, but with the stogie makers still maintaining their local and label and the cigarmakers extending their recognition and protection, while on the other hand the cigarmakers will also maintain their organization and autonomy over their branch of the trade.

SHOOT NIGHT RIDERS AT SIGHT

Judge's Instructions to Special Deputies in Case of Raid.

Paducah, Ky., Dec 28.

County Judge Lightfoot has received two anonymous letters, mailed from different points in a First District county, warning him to be on the lookout for "night riders," as it had been planned to visit Paducah. Although doubting the statement, Judge Lightfoot summoned a number of reliable men to meet him, and gave them authority to act as deputies in case of emergency. Afterward he added to the list, making fifty men in all. They have been instructed to shoot to kill at the first appearance of any mob. "If night riders attempt to raid Paducah they will be given an object lesson that will stand for the whole State of Kentucky," said the Judge. "There is only one way to stop this thing, and that is for the officials to shoot down the lawless ones when they attempt to terrorize and destroy."

Chief of Police Collins carefully instructed his men to keep a close watch in the tobacco warehouse districts for suspicious characters. The policemen on duty at night were all assembled in the Police Courtroom and explicit instructions were given by the chief. A secret system has been arranged by which reports will be made at the station, which in turn can be communicated to every man on duty by the officer in charge.

Carlton Succeeds Reed.

Richmond, Va., Dec. 28.

Mr. Edgar S. Carlton has been appointed by the directors of the Imperial Tobacco Company of Great Britain and Ireland to succeed Mr. Wellford C. Reed as general manager of their leaf buying department in the United States. Having been with the company for the last five years, and for the best part of this time directly under the training of Mr. Reed, the new general manager possesses qualifications for the position that perhaps no other man who might have been chosen could have.

Mr. Carlton is a native of Halifax county, and has spent practically all his business life in the tobacco trade. In 1889 he went to Danville as an employe of the tobacco firm of Penn & Rison, with which he remained for three years. He then went into business on his own account. In 1896 he formed a co-partnership with Penn & Rison, the firm name being E. S. Carlton & Co. While he was conducting the affairs of this company special attention was paid to the shipping of tobacco to England.

The business in Danville was successfully conducted until July, 1902, when Mr. Carlton accepted the position of supervising buyer with the Imperial company. This position he held until last year, when he was made first assistant to Mr. Reed.

Mr. Carlton's new duties as general manager of the leaf department include not only the management of all the leaf buying operations of the company in America, but also the supervision of the many branch plants of the concern throughout the country.

Wisconsin Growers to Hold for Higher Prices.

Milton, Wis., Dec. 26.

Directors of the tobacco department of the American Society of Equity decided that all tobacco not sold by Jan. 15 should be sized, boxed and placed in a pool. The minimum prices determined upon are: Best grade, per pound, 15 cents; medium grade, 12½ cents, and the poorest grades, not including frost-bitten leaf, 10 cents.

S. D. Kump, Secretary of the State organization, says arrangements have been made for financing the pools and for assisting those who are not able to hold their crops until the sales can be made.

The State organization, of which the tobacco society is only a department, will hold its annual meeting at Eau Clair Jan. 14 to 16 inclusive.

—A certificate of incorporation of the Mutual Cigar Company, capitalized at $25,000, has been filed in the office of the county clerk at Buffalo, N. Y. The company will do business in Buffalo

--The Tobacco Corporation of Leon County, with headquarters at Tallahassee, Fla., has been organized with a capital of $40,000. Sol. Brash, President, and C. G. Parlin Secretary and Treasurer.

DULL TRADE IN CONN. LEAF.

Warehouses Start Sorting Tobacco. Some Farmers also Sorting their Crops.

Suffield, Conn., Dec. 27.

All the tobacco warehouses in town have opened for their winter's work of sorting this year's large crop of tobacco, with the exception of George Alderman's, which is expected to open in another week. Last week Matthew Leahy opened the American Tobacco Company's warehouse and L. P. Bissell started up his with forty hands to sort his own large crop of 150 acres, grown on the Bissell-Graves Syndicate in West Suffield. E. A. & W. F. Fuller are sorting the small crops bought in town recently. All the West Suffield warehouses are in full swing, as is also William Pinney's, who does sorting and packing for Olds & Whipple, of Hartford.

Many of the farmers have begun the work of assorting their own crops on their own farms, many having remodeled their tobacco barns, making a cement block foundation or brick under their sheds and turning it into a shop of their own, rather than wait for buyers to show up. The farmers who are sorting their own crops live near the river in the eastern part of the town, where the dampness of the air tends to cure the crop for the farmer.

There have been only a few sales in town so far this year and the prices paid ran from 9½ to 11½ cents a pound and these were purchased by a local firm. The buyers claim there is a surplus of tobacco on the market, partly last year's stock, and until that is sold they can go without this year's crop. Another representative of a large firm said that it cannot get the ready cash with which to pay for the crops, if bought, but would buy providing he could get the tobacco at a reasonable price.

Mexican Tobacco for Australia.

Mexico City, Dec. 26.

It is confidently expected that within a short time Mexico will be a rival of the United States and Cuba for the tobacco trade in Australia and New Zealand. Most of the tobacco now shipped to those islands is sent from Cuba and the States, but Henry C. Partridge, of Auckland, is now in this city for the purpose of inducing the Mexican tobacco growers to send a large part of their tobacco crop to that section of the world.

—A defective chimney in the Central City Cigar Co.'s building at Jackson, Mich., caused the building to burn with $7,500 worth of tobacco leaf and cigars. The factory belonged to W. B. Burris, a former cigar manufacturer of Greenville, Mich.

—The cigar factory of P. Castillo, in Ybor City, Fla., was badly damaged by fire last week.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia

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FLOR de D&T

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Importers of Havana and Sumatra

Packers of Leaf Tobacco — VUELTA ARRIBA — 107 Arch St. PHILADA.

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IMPORTERS OF

PACKERS OF LEAF TOBACCO — HAVANA

301 & 303 North 3rd St.

PHILADELPHIA.

Established 1825

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in Leaf Tobacco

228 North Third St., Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

and Packers of Leaf Tobacco

306 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch Street, Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

H. Dolinsky & Son

Importers & Packers of

HAVANA AND SEED LEAF TOBACCO SUMATRA

147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH

IMPORTER OF HAVANA AND SUMATRA

DEALER IN LEAF TOBACCO

REGISTERED 1642-44 N. ELEVENTH. ST. PHILADELPHIA

The Empire Leaf Tobacco Co.,

Importers and Dealers in

ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & CO. ....IMPORTERS of C HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut, is a fac-simile, in its actual size, of the Precinta or warranty stamp which is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these stamps, were made in Cuba by the Independent Manufacturers.

Thus a copy of that warranty stamp attached to any box of Cigars and Cigarettes or to any packages of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Habana, Cuba, with the genuine Tobacco Leaf grown in the famous Vuelta Abajo

DON'T FORGET THIS, RETAILERS, IMPORTERS AND DISTRIBUTORS.

COLORS OF THE PRECINTA: Black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

No Hero Medal for Him.

One evening a chirping party of gents sat in a cigar store under the bright glare of a beautiful light and boasted of their bravery.

One of them was filled with so much nerve that it made him feel fat; another would rather ramble around in the dead of a dark night than flit through sunlit scenery, and still another feared nothing from a faded looking spook down to a burgling sinner.

"It is all right to talk about your bravery while sitting in a cozy corner," remarked a member of the party, with a sceptical smile, "but I will bet a hundred that if any one of you fellows got up against the real thing you would shake loose your shoestrings.

"Some time ago," continued the speaker, "I had to walk through a lonely spot in the country. The night before a man had been held up there and robbed of sixteen cents and a plug of tobacco, and some of my friends tried to dissuade me from making the trip.

"I merely laughed at them. I knew the locality well and had no more fear of holdups than a souse connoisseur has of finding microbes in a half pint.

"This was in a lighted room, where your heart doesn't need any tonic, but after I had left and waded into the darkness I began to think a few thinks. I also put my pistol in my overcoat pocket where I could it get handily, not that I was afraid of highwaymen, but merely as a precaution against biteful dogs.

"As I neared the lonely spot I became sensible of a wild and thumpy sensation in the west side of my chest. It was my heart. It was making overtime and palpitated so bumpfully that it rattled my teeth.

"I could now see the shadowy bunch of bushes from which the highwayman had sprung, and deciding to be on the safe side, I drew out the gun and held it in my hand. All the nerve that I possessed at starting was gone. Never did a hero medal seem so far, far away.

"Another minute and I would be past the bushes. Maybe my poor old heart wasn't going some now, and maybe I wasn't walking tiptoe fashion and almost pushing out my eyes trying to see things in that awful darkness.

"Just as I got abreast of the clump there was a sudden terrifying rush through the underbrush and something dashed out into the path in front of me. I—"

"The deuce it did!" interrupted one of the interested listeners. "What did you do?"

"What did I do?" answered the speaker. "Why, I let out a yelp that sounded like a stung locomotive whistle and jumped so high and hard that I went all the way over the top of the telephone wires. When I finally came down again I was a hundred yards farther up the road. The—"

"Well, what do you know about that?" cried the interested listeners. "What did the highwayman do?"

"It wasn't a highwayman," grinfully responded the speaker. "It was a little bit of a kioodle about the size of a gum drop, and he got at least a half mile away before I remembered that I had a pistol in my hand."

PATENTS RELATING TO TOBACCO, Etc.

872,632 Cigar cutter and match receptacle; George W. Ansley, Medical Lake, Wash.

872,987 Tobacco paper for cigarettes; Poindexter W. Capehart, Norfolk, Va.

872,509 Tobacco pipe; Joseph Grunninger, New York City.

874,280 Caledar match safe; Frank P. Andrus, Almont, Mich.

874,294 Display device for cigar boxes; Wilder P. Bowers, Chicago, Ill.

873, 836 Roll for cigar machines; Richard A. Bright and A. W. Davis, Cranston, R. I.

874,170 Cigar vending machine; Harry Davidson, Washington, D. C.

874,332 Smoking pipe; Henry M. Hallett, Ludington, Mich.

874,347 Match scratch and receptacle; Diego Lange, LaCrosse, Wis.

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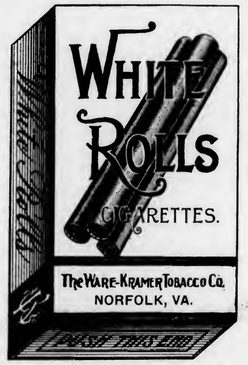

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INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

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Samples on application.

American Protectorate

A Choice 5c. Cigar

Handsomely Packed and put up in Several Popular Shapes and Sizes

Manufactured by

Himmelberger & Noll, ROBESONIA, PA.

THE REALM OF THE RETAILERS

"THE UNITED CIGAR STORES"

The True Story of Their Beginning and Growth.

SOME TIME during during the year 1901, the first "United Cigar Store" was opened at 84 Nassau, street, New York. In appearance, it was a facsimile of the hundreds of other United Cigar Stores in existence today. At that time no special attention was given the occurrence, no one dreamed this modest and unpretentious cigar store was the forerunner of a long and thriving chain of stores, exactly like it in every particular, which should extend throughout the length and breadth of almost every State, and bring consternation to retail dealers such as they never had imagined. Yet such was the case.

Mr. George J. Whelan, President of the United Cigar Stores Co., was compelled, at the Government investigation of the tobacco trust, to divulge some of the facts concerning the transactions of the United Cigar Stores, and for the first time the trade has known just how many stores were operated in the "chain." The fact that there are only 408 United Cigar Stores in the United States will come as a surprise to many, for it has been popularly supposed these stores numbered thousands.

The United Cigar Stores Company was organized in 1901 by Mr. Whelan, who was then in the retail cigar business in Syracuse. At that time the company had no identification with the American Tobacco Co., but Mr. Whelan had faith in the success of such a plan, and proceeded with his organization, and opened the first store as stated. The company was capitalized at $2,500.

Upon so limited capital, it was patent no extensive operations could be conducted. Capital was needed to make the project a colossal success. So Mr. Whelan opened negotiations with the American Tobacco Co., with such good results that, on November 2, 1901, the trust purchased 5 per cent. of the stock of the United Cigar Stores, and the capitalization was immediately increased to $52,000. It is significant that the stock, in this transaction, was transferred in the name of an individual, so that the interest of the American Tobacco Co. might not show on the books of the United Cigar Stores Co.

After this consolidation the United Cigar Stores at once began active operations. Stores were acquired in most of the principal cities of the United States. They sprang into being like mushrooms, and appeared simultaneously in several cities. In Chicago, Boston, Philadelphia, and other places, stores were opened, and a number of additional locations were secured in New York. From the start, every store prospered, and customers seemed plentiful.

So active and thriving a factor, propelled into the retail tobacco trade, caused every dealer to "sit up and take notice," and manufacturers made it their business to find out who supplied the goods for this enormous demand. It did not take very long to determine that the United Cigar Stores were controlled and directed from 111 Fifth avenue, trust headquarters, and the retail trade was soon made to feel the effects of their mode of operation. If it was desired to put a certain store out of business, a United Cigar Store would be opened perhaps next door to it, or in the immediate vicinity, and the same brands as handled by the independent dealer would be sold at a price so low that he could not compete with it. This would cause him in the end to discontinue business, and the United store would have the field to itself.

Another method pursued by the United Cigar Stores Co. was to outbid a competitor for the more desirable locations. In many instances where a prosperous independent firm occupied a large and expensive store, the United has outbid their rent limit and secured the location from over their very heads. This has been true in several conspicuous instances, commonly known in the trade. It developed, in the course of the evidence, that about fifty stores had been closed by the trust. This number is much under the average estimate of the trade, who have been under the impression that the number was several times greater, considering the wide field in which the United stores were conducted. As bearing upon this point, it was also brought out that the United was operating 163 stores in New York city, and also has flourishing stores in Philadelphia, Boston, Pittsburg, Providence, Springfield, Buffalo, Rochester, Cleveland, Toledo, Cincinnati, Chicago, Indianapolis, Minneapolis, St. Paul, San Francisco, Oakland, Los Angeles, Spokane, Seattle, Portland, Houston and Galveston.

Such a powerful combination could not but have effect upon the trade as a whole. Retailers began to raise a hue and cry about the United stores and their methods, without being able in any degree to alleviate or better conditions. No power the retailers could bring to bear could deter the extension of the "chain," or hinder its operation, while manufacturers were brought face to face with a new condition, not only must they manufacture brands to compete with brands sold by the trust at wholesale, but they must furnish these goods to the independent dealers at such prices as would enable them to meet trust competition.

In addition to the chain of United stores, the trust has also organized other store systems for the distribution of goods at retail. One of these, known the world over, by reputation at least, is the store of the "Royal Company," (this store has lately been taken over by the United Cigar Stores Co.) in the St. James Building, New York. This store was fitted up in magnificent style at an expenditure of many hundreds of thousands of dollars. The space occupied by the store is very large, occupying the entire corner, and extending back the full depth of the building. The walls are done in art decorative mosaics in beautiful representations, while the floors, also, are in mosaic. Costly Turkish rugs cover the floors. The show cases and furniture are of the most expensive, while every detail of finishings and fixtures is elegance itself.

The humidors in this store are worthy of note, as none finer are in use today in any cigar store. The humidor is lighted by outside windows, a most unusual circumstance in a city, while the floor and partitions are of white tiling, the doors and trimmings being in nickel. It is inviting to look at, while the cigars contained within the trays are of the most expensive imported varieties. The Royal store was used especially for the sale of the imported cigars of the American Tobacco Co.

The Wm. Baeder Co., another offshoot of the United, was organized to operate stores in small towns where it was not considered advisable to open United stores. This was more of a local concern, however, and its operations were confined to the small towns throughout New York and New Jersey. This system, of course, entered into direct competition with the small dealers in these towns.

Thus the entire independent tobacco trade was roused into activity through the operations of the trust. Every dealer asked himself what the outcome would be, and the jobbers and manufacturers were also concerned. As a result of their agitations, the "Tobacco Trades Protective League" was organized last September, in New York, whose avowed purpose and intention was stated and incorporated in the by-laws to be the protection of the independent trade against the encroachment of the trust upon their rights. This organization has been quietly growing and adding to its membership, but it has not yet done any active work in the field. Just what it can accomplish is yet to be demonstrated.

This brief outline of the inception of the United Cigar Stores and of their operation, to the present time, is an example of what may be accomplished by co-operation and hustle. Upon results of the hostile agents now acting against it, the future growth of the United Cigar Stores largely depends.

• • •

The "United" in Orange, N. J.

The United Cigar Stores Company recently made its debut into the heretofore peaceful city of Orange, N. J., and opened there another store in the long "chain" which is at the present time being dissected almost link by link in the Government's investigation into the affairs of the tobacco trust.

Orange has been a fairly good town, size considered, for the sale of independent brands, and, as is usually the case when the United opens a new store, there will doubtless be some protests from neighboring dealers.

Soliciting Retail Trade by Mail.

A cigar company of Tampa, Fla., has issued a circular letter to cigar dealers, offering to supply them direct, and soliciting business without the use of traveling representatives. The house seems to be depending entirely upon its mail solicitation, and the following is its first letter sent out:

"Do you realize that in buying Havana cigars from the wholesaler you are paying middlemen's profits?

"We sell our entire output of clear Havana, Cuban hand made cigars direct to the retailer at factory prices.

"In buying from us you save all middlemen's profits and get a fresh cigar, which is far better than the dry, crisp one the wholesaler has probably had in stock for months.

"Your customers will also appreciate the fact that you get your cigars direct from the makers—in the greatest Havana cigar manufacturing city in the world!

"Compare our prices with others, and bear in mind that we prepay all express or freight charges.

"As to the quality of our goods, we want you to be the judge and your customers the jury.

"Let us send you a sample order (express prepaid) with the understanding that if you are not entirely satisfied with the goods you may, within 30 days, return every box at our expense.

"You take no risk, whatever, and an order for a hundred cigars will be filled as carefully and promptly as one for a thousand.

"Fill out the enclosed order blank and mail it to us at once!

"The cigars will be placed in your hands in a few days without any expense to you, whatever.

Yours truly,
Signed Manufacturers."

Tobacco in South Africa.

In replying to an inquiry made by a Virginia correspondent, Consul Edwin S. Cunningham, of Durban, furnishes the following information concerning the use of American tobacco in South Africa:

The imports of American tobacco at Durban in 1906, for consumption in the colony of Natal, was as follows: Unstemmed, 5,700 pounds; stemmed, 2,800 pounds; entered at Durban but sent direct to other South African colonies, 4,746 pounds. The foregoing was made up chiefly of Kentucky and Missouri leaf.

Natal factories use at present 3,000 to 4,000 pounds of American leaf yearly, as compared with 30,000 to 40,000 pounds per annum before the present tariff became effective. The factories of the United Tobacco Works are situated in Cape Town and Johannesburg. These use large quantities of Virginia leaf for cigarettes and smoking tobacco. Very little, if any, American tobacco is used in Natal for these purposes.

Since the duty has been fixed at 73 cents per pound on unmanufactured and 97 cents per pound on manufactured tobacco the manufacture of chewing tobacco has been practically suspended in South Africa.

Notwithstanding the increased duty, it is stated that if systematically handled much could be done in the manufacture of snuff from Missouri leaf for sale to the natives.

Th tendency in all South Africa is to use the produce of South Africa, chiefly Transvaal and Cape Colony leaf, and to mix as little imported leaf therewith as possible.

HOLIDAY QUIET IN LANCASTER

Little Business in Leaf Market, and Cigar Factories also are Dull. Some New Year Changes in Location.

Lancaster, Pa., Dec. 30.

There has been no change in the conditions of the local leaf market since my last report that is worth mentioning. Comparatively little business of any kind is being done by the leaf tobacco packers, while jobbers are having some business filling out certain requirements of manufacturers.

The cigar manufacturing industry is quite as dull now as the leaf tobacco trade, and there are estimated to be more idle cigarmakers in the county just now than has been the case for several years. Some factory proprietors are hopeful of being able to resume with their usual forces ere long, and some others have not even as good prospects as that. No doubt some will feel the effects for months. We have a number of manufacturers in this county who will make sacrifices in order to keep their hands in regular employment, but even they are finding it a stiff proposition to continue piling up stock and having money tied up in it, as has been the case since the outbreak of the recent financial disturbance.

As to buying the new crop, little thought has been given it for a couple of months past, and about the most that has been done was the possible spotting of a crop here and there, but no actual buying has yet taken place, and no activity in that direction is expected for some time to come.

Nearly every packer still has a large block of his 1906 tobacco, and naturally he would like to see it moving some before he contracts for many additional purchases.

Moving time is here and a few changes will occur, as usually is the case, but they are a comparatively few this year, and fewer than usual.

B. F. Good & Co. are making preparations to remove to West James street, where they will have a larger building at their command, and J. K. Leaman will take possession of the present Good warehouse as soon as it is vacated. This building will give Mr. Leaman a larger floor space than he now has.

Samuel Hartman & Co. are beginning business on West Grant street near Mulberry. Mr. Hartman was for a great many years connected with Gieske & Neiman, of Baltimore, and is a thoroughly practical man in his line of business.

SPECIAL NOTICES.
(12½ cents per line, 8 point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LaSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18ca

WANTED, BY A CHICAGO BROKER, A line of Pennsylvania Cigars, ranging in price from $9 to $25, to sell to Jobbing Trade in the West. Address "Broker," 707 Ogden Bldg., Chicago, Ill. 12-18h

We Want to Send FREE
To every Cigar and Tobacco Man
Our NATIONAL CATALOGUE of Tools, Supplies and Novelties
a reference book that makes buying easy and profitable.
Make your request on your letter-head today.
NATIONAL SELLING COMPANY
Allentown, Pa. 11-13ch

WHOLESALE CIGAR DEALER, having established trade on union label cigars, wishes to associate with reliable firm making blue label cigars—either First or Ninth District. Present business about $0,000 per month, principally with good Western wholesale trade, and can be doubled by good factory. Reference given and required. Address "Union," care Tobacco World. 1-1c

WANTED—To represent several factories on commission basis, making cheap, medium and high grade goods, also cheap and medium union made cigars. Have had 30 years experience selling jobbers in the West; best of reference. Address Wm. Rood, Binghamton, N. Y. 1-1a

SUPERINTENDENT and Foreman on Nickel and Seed and Havana Cigars, for a number of years with one of the most successful manufacturers, wishes to make a change for a similar position; reason for changing can be explained satisfactorily. Address Box 3, care of Tobacco World. 1-1h

FOR RENT—Third and fourth floors of Factory Building, light on four sides; 3,535 square feet of floor space, basement extra; steam heat and electric elevator. Possession April 1, 1908. Apply to Christ, Peter & Co., 26 South Hall Street, Allentown, Pa. 12-18a

TRICK CIGARS--Perfectly harmless. Packed 25 in a box, and banded. Just the novelty to increase your business and make big profits. Price $25 per M. Agents wanted. Write for samples. Address F., care of The Tobacco World, Phila. 10-2tf

WANTED, by an experienced cigar man, Pennsylvania accounts ranging from $8 to $25 per thousand. Territory, all New England. References exchanged. A. Wilson, 6 Milk Street, Boston, Mass. 12-11tf

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

PHILADELPHIA MANUFACTURERS want foreman for country factory; must be practical, and thoroughly experienced in all branches; good salary and permanent position; state all particulars. Box 2, care Tobacco World. c

WANTED—Every cigar manufacturer to know that I am selling the very finest light, large first size Sumatra in the market at $3.25 per lb. Sold in lots of one pound or more. J. H. Spera, Ephrata, Pa. 1-1a

WANTED TO PURCHASE $2,000 to $5,000 Cigar Factory; give full description, class of goods made, stock on hand, location, etc. Address A. A. 1, care Tobacco World. 12-12tf

AN up-to-date cigar foreman, who has been employed for several years in large cigar factories, is open for a position. Address Box 150, care of The Tobacco World, Phila. 1-1c

UNION MADE CIGARS. Correspondence wanted with reliable Brokers and Jobbers. Address Frank Beck & Co., York, Pa. 12-4 1

SAMUEL HARTMAN & CO.
DEALERS AND PACKERS OF
Domestic Leaf Tobacco of All Kinds
CONNECTICUT A SPECIALTY
Office and Salesroom:
313 and 315 West Grant Street
Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga **Cigar Leaf Tobacco** Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

S. Weinberg

121 North Third Street PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

Representing

George H. Rumrill, Janesville, Wis.; The Miami Valley Leaf Tobacco Co., Dayton, O.; The Krohn Tobacco Co., Windsor, Ct.; Downard & Koking, Cincinnati, O.; F. W. Dohrmann & Son, Cincinnati, O.; Mutskey & Heiland, Lititz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630=636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

Another Quiet Week in Havana.

Buyers Scarce and Transactions in Leaf Tobacco are Few and Small. As to Crops Said to be Yet in the Farmers' Hands. Buying Crops in the Country Not Always a Pleasure Trip.

Special Correspondence of The Tobacco World.)

Havana, Cuba, December 23, 1907.

The past week has been a very quiet one, as excepting some purchases for low grades (botes) of Remedios for cigarette purposes and one transaction for the Austrian Regie, not many sales have become known. There was a rumor current of a large operation of 1,000 bales of Remedios (1st capaduras) which were being made ready to be shipped, but upon investigation it was learned that this was an old sale and had already been reported. Only very few buyers have made their appearance during the past eight days, but this is quite natural at this season of the year. The people in town are taking their time in looking around before making up their minds as to what they wish to invest in.

Our daily press has been bringing out reports of some farmers who have their crops still unsold on their hands, and who owing to the very slight movement in our market cannot find buyers. In order to understand this and not to have Northern buyers go uselessly into the country, it need only be said that if these unsold vegas had any merit and could be bought cheap they would not remain in the country many days, as notwithstanding the scarcity of cash there are enough people here with money who would not let a bargain slip by their hands. Besides, if an American goes to the country to buy he is invariably asked a higher figure than any of our local dealers, and he must either buy the whole vega or no tobacco at all, for the farmer will not sell a part of it, as our dealers are willing to do, so in purchasing a vega with botes and other classes undesirable for his trade, he will have to sell these classes in our market and he will have to accept lower figures than our dealers may obtain for similar goods.

In all probability the unsold vegas in the country have some defects or were held too high, and for this reason remained unsold, and as our dealers are only anxious to please all coming buyers there will be no necessity for them to go on a wild goose chase and spend their time and money, and after all possibly get stuck, as no farmer will permit the close examination of his goods that the dealer is willing to submit to. To reject a vega of tobacco in the country is always a more or less risky undertaking, and many tales have been told of cases where a buyer narrowly escaped losing his life, while now and then even, a buyer has disappeared or his dead body has been found only after a lapse of time, without being able to discover his assailant or murderer.

The 1907 crop of Vuelta Abajo is all right, as one large local manufacturer told me, except that it is held too high for the manufacturers to make any money out of it, and if prices were lower few complaints would be heard.

Sales

during the week gone by total 2,114 bales, of which 439 were of Vuelta Abajo, 400 Partido, and 1,275 of Remedios. For the American market only 125 bales were reported as sold, for local consumption 1,425, and for Europe 564 bales.

Buyers Come and Go.

Arrivals:—Jack Jacoby and Ben Meyer, of Meyer & Mendelsohn, New York; August Kuttnauer, of Rothschild, Sons, & Co., Chicago; C. C. Rosenberg, of El Provedo Cigar Factory, Tallahassee and Philadelphia.

Departures:—David Delmonte, Jack Jacoby, and Ben Meyer, for New York; Gilbert Frankau, for New York and London.

Havana Cigar Manufacturers

are now principally occupied with

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56 NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

SOL HABANA

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO — HABANA, CUBA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTAÑEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido. Corner Dragones Street, HAVANA

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER — *Habana, Cuba*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" — Correspondence Solicited in English

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LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM — *Habana*

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" **HABANA, CUBA**

Rz BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista — **Neptuno 170--174** — Special Partner—Gumersindo Garcia Cuervo

orders for Great Britain, Germany and other countries, as the demand from the United States has fallen off considerably. Judging by the exports of cigars this cannot be noticed yet, as the trust made an extra large shipment this week, but it was stated to me that the trust will shut down temporarily on Dec. 24, and will not reopen until Jan. 2, or perhaps even later, ostensibly on account of taking stock.

H. Upmann & Co. are still very busy, and their H. Upmann factory is working under full headway upon orders which still have to be executed. They shipped 100,000 cigars last week of their own and other independent manufacturers' brands, and are not suffering from any lack of activity.

Sol is busy, and although Behrens & Co. are conservative and do not care to talk freely, still I know their cigars are being smoked in all first class cafes and clubs abroad, and from the United States they have enough orders to last them for some time to come. If they are not making as many cigars as formerly it is because Don Carlos Behrens thinks it advisable at this season to go a bit slow.

Por Larranaga.—This concern has had its share of activity, but on account of the hard times it, as well as other factories, has been compelled to retrench, but I trust that the new year will bring this house the trade its able management entitles it to. Don Antonio J. Rivero, Don Ricardo Rivero and Senor Godoy, who so ably look after the interests of the firm, are all excellent business men as well as fine gentlemen ("cumplidos caballeros").

Partagas.—This factory is working with full forces, and is enjoying a well deserved trade with the United States and Canada. There is also a fair amount of orders from other points, and the firm of Cifuentes, Fernandez & Co. is to be congratulated on what they have accomplished in the cigar industry. Trade with South America is also good.

Eden.—Despite this being the dullest season in the year with the majority of the factories, Eden has still plenty of orders on hand, the principal demand being from the United States and Canada.

Buying, Selling and Other Notes of Interest.

Sobrinos de A. Gonzalez were heavy shippers of tobacco, as they dispatched 250 bales of Remedios to one of their customers, 800 bales per Spanish steamer Maria Cristina to Santander, Spain, and they sold besides 200 bales of Vuelta Abajo.

Sobrinos de V. Diaz bought some 2,000 bales of Remedios (botes) during the past ten days, and there was some gossip about its ultimate destination, as some surmised the bales were bought upon speculation, but when it became known that they were deposited in the trust's warehouse at San Ambrosio, there could no longer be any doubt that they were intended for the cigarette factories of the trust.

Planas & Co. were sellers to the extent of 300 bales of Remedios.

J. F. Berndes & Co. purchased 525 bales of leaf for the Austrian Regie, and perhaps part for the German market.

Muniz Hnos. & Co. disposed of 150 bales of Remedios and Vuelta Abajo during the past week.

Buyers for the French Regie shipped 164 bales of Vuelta Abajo which they had purchased from two houses here.

Gonzalez & Miguel were sellers of some small lots of Remedios.

H. Upmann & Co. bought 100 bales of leaf during the past eight days.

Our Common Council is trying to make Havana attractive to visitors this season, and will devote some of its funds to having extra entertainments, etc. The different trade unions were also requested to contribute money for this purpose, but I hear that the leaf dealers and manufacturers begged to be excused from contributing this year, as they have had hard times themselves, and as the tourists do not leave money behind in their pockets. The burden ought to be borne by those who are really benefited by an increase in the number of visitors, such as hotel men, shopkeepers and owners of the various places of entertainment.

RECEIPTS FROM THE COUNTRY.

	Week ending Dec. 21 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,294	228,386
Semi Vuelta	594	20,891
Partido	1,789	40,158
Matanzas		897
Remedios & S. Clara	2,188	91,352
Santiago de Cuba	183	13,507
Total	6,048	395,191

YORK CITY AND COUNTY NEWS

Market so Dull People are Prone to Prolong the Holiday Season. Summing up for the Year.

York, Pa., Dec. 30.

The past week has been about the dullest period of the entire year in the tobacco trade. Numerous factories have been practically closed down during the holidays and some do not expect to resume until about January 6. At this writing there is not a well regulated establishment in the entire country that is not probably busy in taking stock, in order to ascertain accurately just what the results of the year's operations are. Some will probably find it an agreeable surprise, but I venture the opinion that there will be some who had more "present worth" on January 1, 1906, than they have now.

The output of goods for this division of the Ninth District, during the calendar year just closing, was very good, although it had fallen off during the past two months as compared with the corresponding period of last year. There have been many hindrances that marred the progress of the manufacturers, and which made a more substantial profit from the business almost impossible. The leaf market was pretty high, wages somewhat advanced, and the cost of various materials used in manufacturing had not shown much decline—and all such things

(Concluded on p. 22.)

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" — **HABANA, CUBA**

JOS. MENDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET — Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market
Correspondence solicited in English

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EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

ERNEST ELLINGER & CO. Office, Nos. 87-89 Pine Street
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IMPORTERS AND PACKERS OF
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185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, December 31.

Tobacco League Progressing.

The Tobacco Trades Protective League, an organization formed at the convention of the independent trade in New York last September, is steadily increasing in membership, and a very substantial number is now enrolled, with a dollar for each one in the treasury fund. As the membership grows, the possibilities of the organization expand, for only with a large membership and a corresponding bank account can any really effective work be done in placing bills before Congress for the amelioration of conditions existing today in the independent trade. With the members, individually and collectively, doing their utmost to promote the independent cause, and money enough in hand to bring abuses in the trade before the public and legislative bodies, the League will then become the strong, effective factor in the trade which it was intended by the originators it should be.

• • •

Max Stern Visits Gotham.

Max Stern, one of the firm of Sylvester & Stern, leaf importers, is spending the holidays in New York. Mr. Stern spends most of his time in Cuba looking after the interests of his firm there, and it is almost a year since he was in New York the last time.

• • •

Berriman Going to Tampa.

Matt W. Berriman will soon leave for Tampa, to look over the interests there of his firm, and will then go on to Havana to superintend the purchase of tobaccos for use in their manufactory. He expects to be away for a number of weeks.

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Jac. Wertheim's Return.

Jac. Wertheim, of the United Cigar Manufacturers, recently made an extended trip through the Western States, and returned to New York just in time for the holidays.

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Col. Brown's Visit.

Col. Thomas J. L. Brown, of Tampa, is in town for the holidays. Col. Brown is President of the Tampa Chamber of Commerce, and he will be remembered in the trade by the magnificent representation of Tampa's cigar industry which he managed at the Tobacco Trades Exposition at Madison Square Garden, last September. This was the first time in the history of the cigar trade that Tampa's cigar products were placed before the public of the North in an adequate manner, and it was through Col. Brown's efforts the Tampa manufacturers were influenced to make the exhibit.

Col. Brown is also President of the Florida State Fair, which is held annually, and which takes place this year during the month of February.

Metzger Will Start Early.

Al. Metzger, one of the best known salesmen in the clear Havana trade, and representing Berriman Bros. in the States of New York, New Jersey, Pennsylvania and Maryland, has been spending the holidays in New York. He starts out on his opening trip of the new year within a few days. Max Jacobs represents the same firm for the Southern States.

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The Surbrug Festivities.

The Surbrug Company, manufacturers of cigarettes and tobaccos, will retain for 1908 the same force of representatives as in 1907. In fact, many of their boys have been with them for years. The list includes H. F. Adams, who travels the Pacific Coast; Harvey M. Vreeland, who covers Chicago and the Middle West; W. A. Andruss, Ohio and Michigan; E. P. Jeffreys, Philadelphia, Washington and Baltimore; W. E. Pearce, Jr., traveling through the Southern States; J. A. Baer, Utah and Montana; Frank B. Elliott, who sells cigarettes in New York State, and A. B. Lauer, tobaccos for the same section; B. B. Bates, Boston exclusively, and John Vant, Connecticut. It is a custom of the Surbrug forces to gather at the home office the first of each year, to unite in a glorious jollification in which all participate, from the dignified John W., head of the firm, and Walter H. Jones, the jovial treasurer, to the newest addition to the sales force. The manner and place of the celebration is decided unanimously, and then everyone "turns to" to make the affair a howling success. It always has been, and the one of 1908 will be no exception. No arrangements have yet been made, as all the boys have not yet arrived, some of them spending the holidays with their families.

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Plans of the Elkin Pipe Co.

The Elkin Pipe Company, successor to the A-C Pipe Co., 25 West Forty-second street, has been incorporated with a capital stock of $300,000. A. Walpole Craigie is President of the company, Charles Elkin, Vice President, and Charles Elkin, Jr., Secretary and Treasurer.

This company has been formed to carry on in a more extensive manner the business of the manufacture and sale of the Elkin pipe, which is already well and favorably known to the trade as the anti cancer pipe. The plan upon which this company has been formed is unique, and stands alone in its originality. Jobbers and dealers, by buying a given quantity of pipes, receive at the same time a stipulated number of shares of stock without additional charge, thus becoming stockholders themselves in the company whose goods they sell over the counters—in other words, they sell their own goods.

Mr. Craiigie reported their business as being very large, and spoke most enthusiastically of the outlook for the coming year. The retail store at 25 West Forty-second street, which was run as the A-C. Pipe Company, has been discontinued, and the firm will no longer sell their pipes at retail. The Elkin Pipe Co., however, has secured a suite of offices upstairs in the same building, where they will take care of their rapidly increasing business.

• • •

Schulte's New Stores.

A. Schulte, an important factor in the retail trade of New York, has recently closed two great leases for additional stores. Mr. Schulte has signed leases with the owners of the Terminal Building for the exclusive privilege of selling cigars in the Terminal, and for the store at the northwest corner of Cortlandt and Church streets. The sum charged for the entire term is $500,000. A space of 600 square feet is occupied by the store, for which Mr. Schulte pays $18,000 annually. Altogether he has leased 1365 square feet.

• • •

Mayer Visiting Kaufmann Factory.

Isador Mayer, general Western representative of A. G. Kaufmann & Co., is in New York for the holidays. Mr. Mayer will retain his connection with this firm during 1908, and will leave within a few days to take up the work of another year.

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Harry Harris's Engagement.

Harry L. Harris, of the Khedivial Co., has recently returned from a trip through the Middle West. Chicago has ever been a magnet that Harry could not break away from, and at last he has confessed the true reason. Of course a charming young lady is the great attraction, and announcement is now made of his engagement to Miss May C. Wiler, of that city. Miss Wiler is a sister of M. & H. Collat, a firm well known in Chicago trade. The wedding will take place in March, according to present plans,

• • •

Col. Mayer, of New Orleans.

Col. Mose Mayer, of New Orleans, La., a retired cigar merchant of that city, is in New York visiting his son, Edgar B. Mayer, Southern representative of the American West Indies Trading Co., Another son, Henry S. Mayer, is Vice President of the New Orleans Cigar Stores Co., of that city.

• • •

Vaughan Succeeds Bellringer.

An important change of salesmen is made today by the Nestor & Gianaclis Co., of Boston, whose New York office is at 25 West Forty-second street. Herbert Bellinger, their former representative here, is succeeeded by Dudley C. Vaughan, who will also have charge of New York State and Pennsylvania.

Khedivial Plans for 1908.

The salesmen who will represent The Khedivial Co. during 1908 constitute a formidable selling force. At their head as sales manager is Harry L. Harris, who was until a year ago general Western representative, with headquarters in Chicago. His lieutenants for the new year are: W. S. Custer, Minnesota; George J. Richardson, New York State; E. J. Webb, W. S. A. Galt and F. M. Walters, Pennsylvania; Frank Swick, New Jersey; L. Roskam, Ohio; C. A. Bryant and J. L. Dubreuil, Massachusetts and Rhode Island; Sam Marcuson, Boston; Fred Gilman, Connecticut; L. E. Sanders, Chicago; A. E. Hiscott, Michigan; M. Hemingsberg, California; H. M. Moses, Wisconsin.

Brooklyn is in charge of Cleve A. Harris, youngest son of the head of the house, and who at an early age evidenced that he had inherited some of his father's well known ability as a salesman. Cleve began his experience as a cigarette salesman in Brooklyn about two years ago, but so well did he take care of the trade and so steadily did the business grow in his care that he now has Brooklyn for his exclusive territory, and whatever business the company has there is credited to his painstaking and thorough work.

• • •

The A.-W. I. Co.'s Staff.

The American West Indies Trading Co. retains for 1908 the same staff of representatives as in the year just closed. They are Henry Weiss, who travels in the East; Henry Kraften, who takes care of the trade of the Middle West; Edgar B. Mayer, Southern representative, and last—though not least—Leo F. Weiss, who covers the extreme Western States.

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Kaufmann's Prospect for 1908.

At the factory of A. G. Kaufmann & Co. the year closed with a much larger amount of business to show than for the year 1906. It will be remembered that this firm suffered a heavy fire loss last summer, but even considering this great setback and the delays and annoyances attendant upon a disaster of such nature, the firm has overcome all obstacles. The financial conditions have affected their business in some degree, and while holiday trade has not been all they might have desired, as they put it, "We are not complaining." Their men start on their trips over the various territories in about a week.

• • •

Waldorf-Astoria Salesmen.

C. B. Cameron, of the Waldorf-Astoria Segar Co., visited the trade in Philadelphia last week, returning to New York on Saturday. The Waldorf boys have been at headquarters for the holidays, but will soon begin the new year's work. M. J. Buckley, who covers the Middle and Far West, left yesterday to start his campaign. J. C.

(Continued on p. 15)

RUTHERFORD CLEAR HAVANA CIGARS
Are Popular
Because They Please the Consumer.

HUNTER 5c. Cigar
is successful with
successful dealers.
El Draco Cigar Mfg. Co., Phila.

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA
and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
ESTABLISHED 1840 NEW YORK CABLE: "NARGIL"

JOSH BILLINGS
5c. Cigar
"There hain't none better than the best."
—JOSH BILLINGS.
This Is the Best.

A cigar of merit with a push behind it.
The Best Little Cigars ever offered the American public.
Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.
I. LEWIS & CO.
Makers,
Established 1870. Newark, N. J.
Z. JOHN NORRIS,
Manager of the Philadelphia Office,
14 South Fourth St.

E. A. CÁLVES & CO. ....IMPORTERS of <C> HAVANA, 123 North Third Street PHILADELPHIA

HARD TIMES TALK.

The expressions heard among people in the trade concerning conditions of business are almost invariably depressing and skeptical. Were opinions to be secured from a hundred men, probably ninety of them would be to the effect that business was going to the dogs and that they were operating on a policy of general retrenchment. This sort of talk in the tobacco trade is of the same kind as that prevalent in every other trade, even where conditions are much better.

There can be no question that the "financial panic" has had a deleterious effect upon the tobacco trade, which has suffered in common with other interests, but the thinking person cannot but wonder what rhyme or reason exists for the panic, and especially for any depression in the tobacco business.

First of all, any real cause must refer back immediately to the natural supply of the country, where deficiency in production reacts at once and with vital strength upon every industry and every business. A drought, for example, that causes widespread ruination of crops, or an untimely frost that exerts the same influence, or a flood, or any unavoidable disaster of nature, strikes at the root of the necessities of life. Let these be affected, and there is then reason for panic and depression. The people then would not have the actual wherewithal of existence, and they would be compelled to deny themselves necessities and luxuries alike.

But the present situation is an anomaly. Almost world wide in its effects, it has come without valid cause. Never has the country been more prosperous. Crops are abundant, furninshing enough and to spare of the foodstuffs of life. Mines are giving forth generously of fuels for home and commerce. The rivers have supplied unlimited water power to turn the wheels of mills and factories dependent upon them, and, in fact, in no direction has nature retrenched in her giving to the world. Every person should have from this store sufficient for all his needs, for primarily, upon nature's resources depends the supply of the world.

Another anomalous feature of the situation is furnished by the official statistics of the world for the annual expenditures for the various commodities of commerce. The earnest seeker after authentic information upon total money expenditures picks up a carefully tabulated statement, and is astounded to find that it reads something like the following, the longest bars marking the greatest expenditure of the world in dollars and cents:

Whiskey
Tobacco
Foodstuffs
Clothing

This comparative statement readily shows that more money by many millions of dollars is expended for tobacco than for any other item except whiskey, while the expenditures for necessities are very greatly in the minority. Briefly stated, more money by a large per cent. is spent for tobacco by a family, as an average, than for any item of food or clothing. So, under present conditions, even should other lines cry hardships, there seems no feasible reason why the tobacco trade should be seriously affected, for more money is dedicated to the annual purchase of tobacco products than to any one commodity.

Another calculation which enters into and very largely affects the situation is the question of man's willingness to give up the weed from the standpoint of economy. A man might retrench on some other items, perhaps buy fewer neckties and articles of dress and possibly eat less expensive meals. If really necessary, he might also spend less per annum for rent, and lop off practically all expensive amusements, such as theaters and dinners and trips; but when would a man feel he ought to give up smoking? If the average man were asked to do so he would feel that he not only had been deprived of man's special pet prerogative, but that his personal liberty had been assailed. As one man was heard to express it a day or two since, "If I couldn't have my smoke I should want to go off and hang myself."

In many instances, this view of the question is shared by the wives also. The after dinner smoke and the Sunday reading smoke (all day performance) are so much a matter of habit that the women of many families would feel her "hubby" were being deprived of a God given right, and that he would really be miserable without his smoke. In fact, a woman often prefers to have the man follow his custom of smoking. The average man is in the condition o mind described by the poet,

"Man can live without poetry, music and art,"

and so on through a long list of other commodities, but the last item would be

"But civilized man cannot live without smokes."

"That there has been comparatively little reduction in tobacco purchases by consumers is evidenced by the small number of failures recorded in the tobacco trade, either of manufacturers, jobbers or retailers. They may talk hard times, but it is noticeable that most of the establishments of whatever class are doing business at the old stand, and it is not conspicuous that their proprietors have materially reduced their personal expenditures.

A bit of what may be considered as expert opinion is interesting in connection with this optimistic exposition of conditions in the tobacco trade:—

In giving evidence on the witness stand at the proceedings instituted by the Government as to the conduct of the affairs of the American Tobacco Co., probably the richest and most powerful combination of interests in the world, Mr. Dula, Vice President of the American Tobacco Co., at one point in the testimony made the following very significant statement:

"It is the rule for a tobacco manufacturer to be prosperous, and failure can only be due to bad management."

If expert advice has any value, and thousands of dollars are often paid for expert evidence in court trials, then this opinion of Mr. Dula should stand as incontrovertible, in giving which no consideration was taken of favorable or adverse circumstances. It should be of value to those engaged in the tobacco business.

Simmered down to facts, a most unusual condition of affairs has prevailed in the business world, such as has not been known in years, and for which there seems to be no valid or sane reason. Every one talks distress, and this influence of itself is enough to make many men believe that distress exists.

At best, the situation is merely temporary, and cannot continue for any considerable length of time. If a man wants to smoke, he will smoke, and not all the combined powers can deter him, and the consumer makes the prosperity of the manufacturer.

The tobacco business has universally thrived, and while temporary deterrent factors may interrupt for a time, they can be only temporary. The business is to be had as always, and the hustling, progressive concerns will get it.

THE TOBACCO WORLD
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Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, JANUARY 1, 1908.

THE LOCAL TOBACCO NEWS

PHILADELPHIA LEAF MARKET.

Only a routine business has been done during the past week by the Philadelphia leaf tobacco men. In a spirit which is truly characteristic, they are looking forward to a more auspicious season after the close of the holiday festivities, and it may be said every one is full of hope and confidence.

With a majority of houses 1907 has not been a record breaker, and some few may have fallen below the average of recent years, but yet the report is given out by others that the result of their 1907 business has been upon the whole very satisfactory, for while the volume of business has probably not been so large as during some previous years, there have been few failures, and those of comparative insignificance, so that fair earnings have remained actually intact.

SOME NEW YEAR CHANGES.

Announcement was made during the week that with the close of the year Theodore Bremer, of Lewis Bremer's Sons, would retire from the firm and from active business. Mr. Bremer is one of the most highly respected leaf men in the entire trade, and his decision to retire is deeply regretted by all who know him. It will, however, not make any material change in the business of the house, since Harry W. Bremer will remain the active head of the firm, and he is among the most popular in the trade.

L. F. Mueller, for many years Pennsylvania representative of Dohan & Taitt, has resigned his position, to join the selling force of Cullman Bros., of New York.

Henry Bauer, after a seventeen years connection with the firm of Julius Hirschberg & Bro., has severed his connection with that firm and engaged in a similar capacity with L. P. Kimmig & Co., of this city, and will continue to cover his former territory.

Wm. Dittenhoefer, who a few months ago closed out all his stock and retired from the leaf tobacco business, has decided to re-enter the business, and has again secured his old premises at 229 Arch street.

Alfred W. Penner, who for the past year has been a member of the selling staff of Lewis Bremer's Sons, covering Philadelphia principally, has resigned to accept a position as Pennsylvania representative with Dohan & Taitt. He will start on his new duties on January 6. Mr. Penner came to Philadelphia from Germany about five years ago, when he could scarcely speak the English language understandingly, but he was fortified with a fine education otherwise, and made rapid progress. Upon arriving here he found no difficulty in securing employment in a leaf tobacco warehouse, and by dint of his own energy he advanced himself to a point of being able to hold positions as salesman with the city's most prominent houses.

K. Strauss & Co. have promoted one of their former office assistants, and now propose to have him cover some parts of Pennsylvania territory. He is Simon Schloss, who began with the firm several years ago as an office boy and later ss stenographer. He has lately been accompanying Adolph Loeb, of the firm, through the State, making formal acquaintances.

L. G. Haeussermann, of L.G. Haeussermann & Sons, leaf dealers, has been confined to his home in Tioga by illness. He is said to be now improving steadily, but may not be out for some days.

Hipple Bros. & Co. report a very satisfactory year for 1907, both as regards the volume of business done and the results. The firm had put up a packing of 1906 Pennsylvania Broadleaf which turned out very satisfactory, and the goods are now selling steadily.

The cigar manufacturers have closed a successful year, at least so far as the production of goods is concerned. Even though for some weeks preceding the holidays there was a noticeable falling off, the output for the year was ahead of that of 1906.

Summer Greene & Co., have been forging ahead steadily during the past year on their Green Seal, Greanco and other brand. Their friends are expressing themselves confidently that their business is destined to become among the large ones of the city.

Pent Bros. are opening their new retail store at the southeast corner of Eleventh and Filbert streets, January 1 (today). It will be handsomely furnished and fully up to the "Pent" standard of excellence.

There are always more or less changes among cigar factory managers and department heads at this time of the year, and this year is no exception to the rule, as indicated by the want ad columns of this week's issue. It is worth looking over. There may be something in it to interest you.

THE TRADE IN NEW YORK.

(Continued from p. 13)

Wolfe, the "Working Man," well known in cigar circles, represents his firm in the Eastern States, and goes to Boston within a few days. All report a very satisfactory business, and look forward to large orders on their initiative trip in 1908.

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Por Larranaga Representative.

The Por Larranaga, always named as one of the ten large independent factories of Havana, have made arrangements with D. Jacobs to represent them in the United States, with headquarters in New York. He enters on his duties today, and will immediately begin an aggressive campaign for the promotion of Por Larranaga products on this side of the bay.

• • •

Newburg to Have New Factory.

Roswell T. Coleman, Jr., and Alex. W. Coleman are preparing to enter the business of manufacturing cigars, at Newburg, N. Y., at an early date. The brothers will have a retail store at 138 Broadway, and as soon thereafter as can be arranged will begin the manufacture of cigars. The place where this will be done has not been settled.

• • •

Wolfe Cigar Co. Embarrassed.

Isidore Wolfe, doing business as the Wolfe Cigar Company, wholesale dealers in cigars, 124 Front and 128 Water street, has filed a petition in bankruptcy, with liabilities $1,673 and assets $941. Judge Hough appointed Albert Falck receiver. He began this business on August 17 last.

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Davis to Visit Havana.

Saml. I. Davis, of Saml. I. Davis & Co., will leave within a few days on a trip to Tampa and Havana. Mr. Davis will be accompanied by his two daughters.

• • •

Schiffer with Leopold Powell & Co.

Jack J. Schiffer has engaged with Leopold Powell & Co. as their New England representative for 1908. He begins his itinerary with a trip to the Hub this week, and from there will make up the remainder of his route.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

Visiting Detroit.

Harry S. Rothschild, President of the Waldorf-Astoria Segar Co, went to Detroit Saturday for a brief visit. The well known leaf house of Rothschild & Bro., with headquarters at 141 Water street, has a branch in Detroit, in charge of Fred Rothschild, brother of H. S.

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TALKS WITH PROMINENT TRADESMEN.

An expression from prominent manufacturers in the trade upon the situation in the commercial world at the present time and the outlook for probable business in 1908 will be of universal interest to our readers. This is especially true as applied to the question of the direct effect upon trade of the "financial panic." We present herewith a coterie of such expressions, which, coming as they do from successful men in the various branches of the trade, provide food for reflection to every man engaged in the tobacco business, who has before him the problem of tiding his affairs over the crisis now seemingly at its zenith, but whose effects will not be altogether overcome either this year or next:

From American-West Indies Trading Co.

M. J. Levi, speaking for the American West Indies Trading Co., one of the largest Porto Rican houses in the trade, in reply to the inquiry as to what effect the "panic" had had upon their business, said:

"Our business has suffered, in common with that of all other houses in the trade, but the situation does not yet appear to have cleared sufficiently to determine just what the effect will be upon business for 1908. From present indications, the first of the year will see many commercial failures, but just what proportion of these will be in the tobacco trade remains to be seen.

"While our trade has been fairly satisfactory, all things considered, people are not buying as many cigars as is usually the case at holiday time."

"But do you not get some of the trade of the clear Havana smokers?" queried the representative. "It would naturally seem that men who had been smoking the domestic clear Havanas, were they moved to economize on cigars, would take a good Porto Rico cigar instead; for much of the Porto Rican tobacco is very similar in flavor and quality to Havana tobacco, and you know it has been rumored by the little devil of gossip who tells everything that some cigars called clear Havana are in reality made up principally of Porto Rican tobacco. So, much of this trade should legitimately come to the Porto Rican houses."

"Well," replied Mr. Levi, "there is no question that we do get some trade from the clear Havana smokers, but not any considerable amount of it. A man becomes accustomed to a certain brand of clear Havana cigars, and he cannot be changed. He will not smoke anything else. He likes the blend of the tobaccos; that is what he wants. While what you say of Porto Rican cigars is true, and they are really a fine smoke, the smoking public must be educated to this fact, so they will ask for the goods when buying cigars. The average man, if he has no favorite brand of cigars, will ask for some cer-

To Protect the Consumers against the Host of Imitators of this Old Time Famous Popular Brand of Cigars
Every Box of the
GENUINE PORTUONDO CIGARS
Carries this Trade Mark
Juan F. Portuondo CIGARS
Established 1869
Registered in U. S. Patent Office
MANUFACTURED ONLY BY
The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

Monroe D. Sellers, Sellersville, Pa.

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.
(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section
Fine Handling Superb Quality

Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

EDWARD E. SIMONSON
Packer of and Dealer in
Leaf Tobacco
Tobacco Bought and Packed on Commission
Stoughton, Wis.

J. F. REICHARD
Wholesale Dealer in
LEAF TOBACCO
of All Grades
Craley, Penna.

Established 1895 Telephone Connection
T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade

L. J. SMITH & CO.
Wholesale
Cigar Manufacturers
and Dealers in Leaf Tobacco
Red Lion, Pa.

With Specially Designed Bands.
and **PAN ANNA**
5c. Cigars
TWO HAVANAS
Two for Five Cents
Correspondence with Responsible Houses solicited.
Private Brands made to order.

Keyno
HAVANA SHORTS
2 oz. 5c.

Norristown Tobacco Works
NORRISTOWN, PA.
Manufacturers of
Havana Shorts

Private Brands for Jobbers a Specialty
Samples submitted on application

tain imported cigars, knowing that the name guarantees quality; but very few smokers outside the trade are acquainted with the various brands of domestic cigars. However, with all of these difficulties to overcome, and notwithstanding present financial conditions, we expect to carry on our work in 1908 in our usual manner. Our various salesmen will start out on their respective routes soon after the first of the year, looking for 1908 business, and wanting to get all the orders they can. We do not know now what effect the financial situation may have upon that business, but we shall proceed as though nothing had happened to disturb the commercial centers."

From E. Regensburg & Sons.

Melville Regensburg, speaking for E. Regensburg & Sons, said:—"Our business has been very satisfactory, especially our holiday trade, which has been better really than we thought it would be. The demand has been principally for our regular lines of goods, and while the demand has been steady and to supply actual wants, the orders have been very substantial. Our business has been very good indeed, and we have nothing to complain of.

"As to our prospects for 1908 business, our travelers will start out soon after January 1, and we look for large orders and more of them than we have been receiving, for the very reason that buyers have been ordering only sufficient goods to supply immediate wants. We believe they will begin to order more liberally after the holidays. We shall carry out our 1908 campaign the same as in previous years."

From The Surbrug Co.

Walter H. Jones, Treasurer of the Surbrug Company, had to say:

"Our December business for 1907 was the biggest month's business in the history of the Surbrug Company, and throughout the entire year each succeeding month was better than the preceding month. Not once have we fallen behind. We consider this most unusual in view of present conditions in the commercial world, and with it all our collections have been splendid, and the business has exceeded our expectations. We give credit for some of this trade to the fact that we do not depend upon any one item, but have three great departments—our tobacco, cigarettes and cigarette papers. If a man is accustomed to smoking cigars and wishes to economize in that direction, the first thing he buys is a pipe and a package of smoking tobacco, and he smokes a pipe. Also, many smokers, instead of buying cigarettes, get the cigarette paper and a package of tobacco and roll their own cigarettes, though our cigarette business has kept up well with the other departments.

"As a result of this excellent business, we have kept our tobacco factory at Richmond, Va., running full force all of the time to keep up with our orders, while our cigarette factory in New York has been doing the same thing. The fact that both factories are busy every minute would of itself show there was a large demand for our goods.

"A fact worthy of special mention is that last month 'Golden Sceptre' passed its fiftieth anniversary, and in this year sales of the brand have been the largest since it was put on the market. As a high priced smoking tobacco, it has been on the market longer than any other blend. In other words, there is no brand which was put on the market at the same time as Golden Sceptre—fifty years ago—and is yet in existence. Taken throughout, our business has been highly satisfactory.

"So far as 1908 is concerned, our 'boys' will all start out on their trips about the 15th of January, or perhaps a little earlier, and we expect to do as much business as ever. We cannot say that the financial conditions have affected us in any way, and we anticipate a good business during the coming year."

From Berriman Bros.

Matt. W. Berriman, when asked how the financial conditions had affected the business of Berriman Bros., replied:

"The financial conditions have had no bad effect whatever, for when a man is nervous he will smoke. With two men less on the road than in 1906, our November business this year was 260,000 cigars over last year for the same month. I cannot state exactly at this date just what the December increase over last year will be, but from figures at hand to date as a basis the total sales will amount to not less than 250,000 cigars. Our factory in Tampa is working full time and is crowded to its fullest extent to put out orders.

"With this large volume of business, our collections throughout the country have been excellent, and we have nothing to complain of on that score. So that, all in all, our business has not suffered in any degree from the panic.

"Our plans for the first of the year? We expect to open our campaign for the year 1908 the same as in previous years, only a little harder. Our men will start out soon after the first to cover their various routes, and as our trade has not been ordering in advance, we expect a fair amount of orders. However, in my opinion business will be rather quiet during January and February, and I do not look for it to take any special movement until about the first of March. Until then we expect a steady, quiet demand to fill the needs of the trade."

From Imported Tobacco Mfg. Co.

Henry P. Strause, President of the Imported Tobacco Mfg. Co., manufacturers of high grade cigarettes, said:—"I cannot say the financial stringency has had any appreciable effect upon our business, except that buyers have been more conservative in purchasing. As example: One house in ordering their holiday stock, requested only about one-third of the amount of goods they ordered last year; but they duplicated the order twice afterwards, which brought their total purchases up to their usual requirements. The tendency seems to have been to order less than might be demanded, and reorder rather than to overstock. On the whole, business has been fairly good.

"Our business, it must be remembered, is individual and there is no other house that manufactures the same style of package as ours. We were the first to bring out fine cigarettes in a magnificent package, and as far as I know, no other firm has yet attempted the high grade plush boxes in which our brands are packed.

"We cater with these brands to the most exclusive trade only, because the packages are far too expensive to have such a sale as would compare with a popular medium priced cigarette in a paper box, so that our business is really distinctive in the cigarette world. Our trade keeps up well, and we are steadily adding to our customers, so we really cannot complain that financial conditions have exerted any influence upon our business."

* * *

From Park & Tilford.

"Our cigar business for the year 1907 has been excellent, and in advance of last year. During the month of December, notwithstanding the financial conditions we took in more actual cash over our counter than in 1906, and the sales exceeded those of the same month last year. This applies both to the demand for imported cigars and for our own private brand 'Mi Favorita,' the sales of which have doubled the sale last year. January 1, 1908, will find our stock in better shape than in almost any previous year, and we will close our books for the year with 225,000 less cigars in stock than on January 1, 1906. We anticipate a big business for 1908, and confidently expect this year to surpass any previous year in the history of the house in the amount of business transacted in our cigar department."

From the Khedivial Co.

Sam. H. Harris, President of the Khedivial Co., said:—

"Our business for the year has been very good, better in fact than might have been expected. We moved into our new factory at the beginning of the year, and were subjected to the various delays and annoyances always encountered in equipping and starting a large plant. But notwithstanding all this, and the financial panic besides, we have done a fine business and are very well satisfied with the year. We expect to start our men out immediately after the first, and are looking for a good, substantial business right along."

From Waldorf-Astoria Segar Co.

"Our business for 1907 has greatly exceeded in volume the business of 1906. The financial disturbances affected our holiday trade to some extent. The month of November showed a decrease as compared with November last year, but December totalled up to about the same as December, 1906. However, while these two months were not as satisfactory as we might have wished, the amount of transactions for the entire year is very satisfactory.

"We expect the first three months of 1908 to show an unusually large business, for the reason that buyers have been taking only enough goods for actual necessities, and their stocks are depleted. With January 1, we expect purchasers to begin to buy normally and to get their stocks in better shape. If this expectation is realized, the year will open with a large business."

HOLIDAYS AT THE HUB.

Boston Retailers Had Busy Time, and their Hearts Rejoiced Exceedingly Therein.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., Dec. 30.

The holiday business was well relished by the cigar trade; the weather was mild and resembled more like Easter season than Christmas time.

The cut price drug stores did a slashing business while the cigar stores in the down town district all had additional help to facilitate the serving of customers. This year more than ever before did the retailer push out lots of holdovers from previous years in pipes and cigars and it was a general clearing out sale. The cigar stores on Hanover street did certainly sell a lot of inferior brands of cigars all done up in attactive packages, on which the profits were very large. The pipe business was equally as good.

Frank R. Ginn, a cigar and tobacco wholesaler and retailer at 85 Dover street, has made an assignment to Fred C. Gilpatrick for the benefit of his creditors. Mr. Ginn has been in business for a number of years; four years ago he did an extensive business in the wholesaling of independent and union made brands, but gave up same later on when the tobacco trust allowed their jobbers to rehandle union made brands. It is said that Mr. Ginn owes about $5,000, of which the great part is due one concern in Boston.

R. D. Carnes (Ware-Kramer Tobacco Co.) is at present spending his vacation in Norfolk, Va.

Will Rosenfeld, representing George C. Flattauer & Co., New York, makers of the popular Union League 5 cent cigar, is at headquarters this week.

Edward Leader is also in New York, visiting a daughter who is very ill.

M. F. Ledger, of the Nestor Gianaclis Co., makers of the Nestor and Royal Nestor cigarettes, is in New York for a few days.

Louis Shapiro (Nestor Gianaclis Co.) has returned from a trip to Portland.

Charlie Abrahams, of Erlich & Kopf, is on a trip to New York and Baltimore.

The factory property 156 to 160 Cambridge street, corner of and 2 to 4 Irving street, West End, has been purchased by Joseph F. McGreenery, who already occupies it.

There is a large five-story brick building, used as a cigar manufactory, with store on the lower floor and standing on 2,076 square feet of land. The total taxed value is $31,500, the land being assessed for $16,600. The Alvin D. Puffer estate, of which Daniel J. Puffer et al. are trustees, sells for a price greatly in excess of the total taxed value.

Mr. McGreenery is the manufacturer of the Poet and Marksman, two popu-

RUTHERFORD CLEAR HAVANA LEADER
from the factory of
El Draco Cigar Mfg. Co., Philada.

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor
Manufacturer of
FINE CIGARS
Holtz, Penna.

10c.---UNCLE JOSS---5c.
Pretty Bessie
York Nick.... } 5c.
Best Known..
Two Cracker Jacks (2 for 5 cents)
Oak Mountain Bouquet—Boston Beauties
Puro—Porto Rico Crooks
Correspondence with the Wholesale and Jobbing Trade Only invited.
Capacity, 25,000 per day. Telegraph—York, Pa.

Established 1890
Emory Martin

E. S. SECHRIST
Dallastown, Pa.
Manufacturer of
Fine and Common CIGARS
Capacity, Twenty Thousand per Day

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers
Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

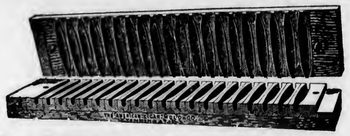
LOUIS E. NEUMAN & CO.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart

Dallas Cigar Co

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna



SAVE AGENT'S COMMISSION

Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.

Send for our Catalogue of 1,500 Shapes

The American Cigar Mold Co., Cincinnati, O.

lar brands of cigars, and formerly was a member of the well known jobbing firm of McGreenery Bros. & Manning.

Baker Bro--, two young men of Waltham, Mass., have purchased the cigar business of the Boston Cigar Co., conducted at No. 834 Washington street, and will continue it on the old lines, using Gans Bros. New York brands of clear Havana cigars as their leaders.

S. Glickman, manufacturer of Glickman's Favorite and other brands of Turkish cigarettes and tobacco, at 335 Harrison avenue, has just sold his business to Sam Davidoff, who will continue it on the the old lines.

Dick Lawrence, formerly with the American Tobacco Co., has taken a similar position with the Mentor Co., here. This concern, makers of the original Ramly cigarette, intend spending a lot of money after the new year to get this brand selling in this market. At present the Ramly has been worked in New York and Philadelphia, but no work has ever been done on them in Boston, and now that Mr. Timyanis is out of the company and new interests are in charge, a big campaign will soon be started on the brand.

The calendar season has arrived. One of the most attractive specimens received at our office was that of Frye Bros., Salem, Mass., who operate two up-to-date cigar stores in that town.

Joyce Bros. have purchased the T. J. Boles cafe on Newspaper Row, 273 Washington street, and will operate same in connection with their Howard street branch. The cigar department is under the management of Sam M. Jacobs, who formerly had charge of same when his brother Lew Jacobs had the cigar department lease for six months when Mr. Boles first opened the store a year or so ago. Mr. Jacobs is very popular, and no doubt will make a good showing for his new employers.

The Nestor Gianaclis Co. here, makers of the popular Nestor cigarettes, report a big business. For the past twelve months the output of their Boston factory has increased 65 per cent. over the previous year. Charlie Ellis, who has charge of the sales department of the New England States, has two able salesmen under him in the persons of Louis Shapiro and Charles H. Williams. H. Bellringer has resigned the New York and Philadelphia business, and his successor from the first of the year will be Dudley C. Vaughan, a very capable man who was formerly here in charge of the New England cigarette business of the American Tobacco Co., and who was later transferred to New York. Mr. Vaughan particularly had charge of the Murad cigarette when first placed on the New England market.

Miss Emma Jeselsohn, a daughter of Louis Jeselsohn, the large American Tobacco Co. jobber here, was married on Tuesday evening, December 17, to E. Philip Finn, a prominent Boston attorney at law. The wedding was a private one.

Erlich & Kopf, on Court avenue, is certainly a busy store this week. Their sales of fine meerschaum pipes are very large. They are using columns in our local newspapers to emphasize the fact that they are the only manufacturers in New England of meerschaum and briar pipes. Last year their retail sales for Christmas Eve were in the neighborhood of $2,000, and at the present rate of business they expect to exceed that amount this year.

The Ware-Kramer Tobacco Co. has just had copyrighted at Washington, D. C., Zoma and Lynnhaven, two titles that they will use on Turkish cigarettes. The two new brands will be ready for the market by January 15. The first is to be a 10 cent package and the other a 15 cent one. Both brands will be heavily advertised as in the case of the White Rolls. R. D. Carnes, New England representative, will put three men on to exploit the new brands.

W. G. Akers, a prominent tobacconist of Broadway, Chelsea, suffered a loss of $2,500 by fire lsat week.

Deputy Collector of Revenue A. T. Sweat has been appointed as Chief Revenue Agent of New England, to fill the vacancy occasioned by the death of Gen. Sewall, which occurred some time ago.

M. Barnett & Co., leaf dealers, 164 Milk street, have removed their business to Long Wharf. Ben Ali.

—The Wetzel Cigar Co. plant at Brooklyne, W. Va., was recently destroyed by fire, entailing a loss of $10,000. Insurance to the amount of $50,000 was carried. About seventy-five employes were thrown out of work by the fire, but the structure is to be rebuilt at once and work resumed as speedily as possible.

E. ROSENWALD & BRO.

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade Seed and Havana
Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

E. RENNINGER
Established 1889
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

LITHOGRAPHERS AND PRINTERS
312-316 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
NEW YORK
CIGAR LABELS AND BANDS

The Gilt Edge
Cigar Box Factory
CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works
265 West Broadway, New York

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
ESTABLISHED 1871.
75,000 PER DAY.
DALLASTOWN, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc.
MANUFACTURERS
814-832 N. LAWRENCE ST., PHILADELPHIA
SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
CIGAR RIBBONS

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands.
Our Goods are Made of Best Selections,
Made Carefully, and Made to Duplicate.

Wolf Brothers,
RED LION, PA.

..Any Flavor You Need..

We'll Turn Out in Our Laboratory Under Our Guarantee. We'll Make Your Troubles Ours.

Acme Extract & Chemical Works

E. G. ECKERT, Proprietor. Hanover, Pa.

INJUNCTION AGAINST CHARLES P. MULLEN & CO.

THE JUAN F. PORTUONDO CIGAR MANUFACTURING COMPANY
vs.
CHARLES P. MULLEN, trading as CHARLES P. MULLEN & CO.

C. P. No. 3.
March Term, 1906.
No. 1259.
In Equity.

FINAL DECREE.

AND NOW, December 5th, 1907, upon the consent of the plaintiff and defendants, it is hereby

ORDERED, ADJUDGED and DECREED

That Charles P. Mullen, individually, and trading as Charles P. Mullen & Co., the defendant, his servants, agents, salesmen and all persons in privity with him, be and they are hereby perpetually enjoined as follows:

A. From using in connection with the manufacture, sale or advertisement of cigars, upon packages, boxes, cards, plates or otherwise any label, mark, picture, impression, or representation, exactly or colorably simulating the trademark of the plaintiff, The Juan F. Portuondo Cigar Manufacturing Company, called the "La Flor de Portuondo" mark, consisting of the word symbol "La Flor de Portuondo," said mark being registered in the United States Patent Office August 11, 1885, No. 12,500; also registered in the United States Patent Office December 19, 1905, No. 48,271; also registered in the office of the Secretary of the Commonwealth of Pennsylvania January 23, 1906.

B. From using in connection with the manufacture, sale or advertisement of cigars, upon packages, boxes, cards, plates or otherwise any label, mark, picture, impression or representation, exactly or colorably simulating the trademark of the plaintiff, The Juan F. Portuondo Cigar Manufacturing Company, called the "Matador" mark, consisting of the representation of two male figures, one attired in Indian costume, and the other in the costume of a Spanish Matador, leaning on opposite sides of a circular border inclosing the representation of a tropical plantation scene, and the words "La Flor de Portuondo," said mark being registered in the United States Patent Office August 11, 1885, No. 12,499; also registered in the United States Patent Office December 26, 1905, No. 48,428; also registered in the office of the Secretary of the Commonwealth of Pennsylvania January 29, 1906; also registered in the office of the Secretary of State of Illinois October 10, 1901, and there recorded in Trade Mark Record page 155.

C. From using in connection with the manufacture, sale or advertisement of cigars, upon packages, boxes, cards, plates or otherwise any label, mark, picture, impression, or representation, exactly or colorably simulating the trade mark of the plaintiff, The Juan F. Portuondo Cigar Manufacturing Company, called the "Plantation Scene" mark, consisting of the representation of a plantation scene comprising a tobacco field with negroes working therein, and the representation of an overseer mounted upon a horse and directing the work, all in the foreground of a low buliding and the name Juan F. Portuondo, said mark being registered in the United States Patent Office December 29, 1885, No. 12,879; also registered in the United States Patent Office December 19, 1905, No. 48,272; also registered in the office of the Secretary of the Commonwealth of Pennsylvania January 23, 1906; also registered in the office of the Secretary of State of Illinois October 10, 1901, and there recorded in Trade Mark Record page 154.

D. From using in connection with the manufacture, sale or advertisement of cigars, upon packages, boxes, cards, plates or otherwise, any label, mark, picture, impression or representation, exactly or colorably simulating the personal signature of Juan F. Portuondo, or any word or words, device or devices, color or colors, letter or letters, mark or marks of like import or so similar to any of the foregoing as to be calculated to deceive.

E. From using for any purpose whatever the words "Manuel J. Portuondo," or "Manuel J. Portuondo Co." or "Portuondo," either alone or in connection with other words or phrases.

F. From using any box or boxes similar in general dress and style to the boxes herein marked "Plaintiff's Box" or "Defendant's Box."

G. From holding out or representing in any way that the goods manufactured by the defendant are the same as those manufactured by the plaintiff.

H. From authorizing, doing, writing, speaking or uttering any other act, matter or thing calculated to cause confusion between the goods of the plaintiff and the goods of the defendant.

A like decree has been entered against Louis Weinberg and Samuel B. Sokoloff, trading as Sokoloff & Weinberg.

Constitution Seed and Havana Cigars
Made in the good old way.
EL DRACO CIGAR MFG. CO., PHILA.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a pleasure to look over our Samples

Samples cheerfully submitted upon request

P. O. Box 96

CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specialty

32 and 34 East Chestnut Street, Lancaster, Pa.

W. B. HOSTETTER & CO.

Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue,
York, Penna.

We Make SCRAP FILLER for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

142 North Market Street
LANCASTER, PA.

H. H. MILLER

Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock

327 and 329 North Queen Street
LANCASTER, PA.

MILTON H. RANCK

Packer of
Penna. Broad Leaf
Dealer in
All Grades of
Domestic Cigar Leaf Tobaccos

201 & 203 N. Duke Street
LANCASTER, PA.

J. K. LEAMAN

Packer of and Dealer in

LEAF TOBACCO

138 North Market St.

United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN

Packer and Dealer in

Leaf Tobacco

Packing House, Millersville, Pa.

Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE: **Lancaster, Pa.**

The York Tobacco Co.

Packers and Jobbers in All Grades of

LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco — York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. Lancaster, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue.
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street.
L. S. SCHOENFELD, Mgr.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber

Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.

WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

The Mockle Lithographic Company
Clarendon Road & East 27th St. Brooklyn N.Y.
Branch Office
171 East Randolph St. Chicago Ill.
Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

OUR LETTER FROM YORK.

(Concluded from p. 18)

figured conspicuously in the net results of the year's work.

But manufacturers are not alone in finding it to have been not the most satisfactory year "ever." Other branches of the trade, and its allied interests, all feel the effects of the general conditions. In the leaf trade, for instance, while they apparently got fairly high prices for goods, the volume of their business for the year was in many instances, not a good comparison with that of 1906. Certainly there are a few who will be able to show even better results than last year, but they are no doubt exceptional.

Isaac Kohler, a manufacturer at Yoe, this county, has been suffering with an attack of rheumatism, which rendered him almost helpless for a time. He is now improving.

Isaac Ruby, a retired cigar manufacturer of Red Lion, died last week, at the age of 69 years.

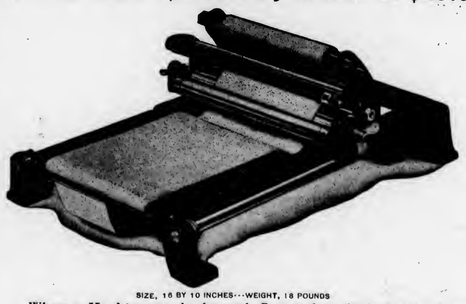
R. D. Zech, who has been for many years a tobacco buyer at York, has secured the account of the Emil Berger Tobacco Co., of New York, and will purchase cuttings, scraps and siftings for them in this section. He did quite an active business, it is reported, during the month of December, having shipped nearly 200 cases of cuttings and 14 tons of siftings to New York.

In addition, Mr. Zech also handles the product of the Red Lion Tobacco Co., in leaf tobacco and scrap fillers. In an interview with the writer Mr. Zech stated that concerning the 1907 crops of leaf tobacco, all the early crops are well cured and show fine colors. He predicts, however, that most of the tobacco will be bought when straw hats are again quite comfortable, and at prices ranging from 7 cents to 10 and 2 cents, and that it will have to be a fine and well assorted crop, indeed, to bring as high as 10 and 2. There is no indication of any buying yet.

John W. Minnich & Son, on Friday afternoon last, gave a Christmas party to their employes. One of their largest rooms was utilized for a banquet hall. Short addresses were indulged in, and these, together with music and refreshments, made up a veritable feast, which was thoroughly enjoyed by every one present.

HUNTER BEST FOR A NICKEL
is all to the front; made by
EL DRACO CIGAR MFG. CO., Philada.

Announcement Extraordinary!
THE SELLING PRICE OF THE
Perfect Bunching Machine
Has been made $18.50, Instead of $25.00



SIZE, 16 BY 10 INCHES---WEIGHT, 18 POUNDS

Where a Machine can do the work Better than the human hand, we let the machine work for us, and that is one reason why You want the Perfect Bunching Machine. It Does the Work Better than the human hand.

The keen competition of the present time makes a profitable business impossible, unless as a result of economic, efficient, up-to-date methods. The Perfect Bunching Machine is the Economic, Efficient, Up-to-Date method of Improving the Quality and at the same time Lessening the Cost of manufacturing cigars. It is the one machine which answers every requirement and gives satisfaction to both the employe and the manager.

Write us for particulars, or call at our factory and see the machine in practical operation.

The Perfect Bunching Machine Co.
132 South Sixth Street, Philadelphia, Pa.

BRBANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA'
"LA MANO"
5c. Cigars

JOHN D. LONG
OFFICE:
No. 118 Mifflin Street
Manufacturer of Cigars
FACTORY:
Cor. Maple & Plum Aves.
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OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
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Samples to Responsible Houses

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They Please All Tastes
Always Uniform and Reliable

Leaf Tobacco Markets

BALDWINSVILLE, N. Y.

Most of the tobacco has been taken down and growers are now busily engaged in stripping. No buyers have yet appeared in the field.—Gazette.

CONNECTICUT VALLEY.

In our last we reported the advent of a few buyers in the field, there must have been a dozen, but very little tobacco was contracted for in this locality, and that at low figures, for I think that from 13 to 14 cents was the highest price offered, and the farmers would not take the price, for they are expecting a higher price for their goods, but I am afraid they will take up with a low price, or at least those who sell in the bundle, for which I am sorry. The prices down in Connecticut seem to be fully as small as those paid here. The die is cast, an entering has been made, and a wait of a few weeks will accomplish much in their favor, and we shall see the bulk of the sales made with the tobacco in the bundle will be small priced and unless the farmers show a disposition to assort their crop the sales will be slow, and in any event the sales will be low.

Our correspondents write:

Suffield, Conn.: "The tobacco warehouse of L. P. Bissell opened Monday, and about forty men are sorting Mr. Bissell's crop. Hardly any of the sorting rooms are open, and what few are open here have only a few men working Some more tobacco was taken down during the recent damp spell. Recent sales of tobacco: One crop at 12 cents and 5 cents, one at 8 cents, and one at 12 cents in the bundle."

North Hadley, Mass.: "Tobacco is nearly all stripped, except the latest cut, which is not cured. Buyers are looking around and trying to buy at very low prices. The following sales have been made: R. H. Hibbard, 10 acres; C. M. Hibbard, 12 acres; P. Mojeski, 9 acres. Prices around 12 cents in the bundle."

Conway, Mass.: "Tobacco stripping is nearly all done here now for this year. There was one buyer in town last week, but no sales reported. Quite a number of farmers of this town are going to have Swift assort their crops rather than sell at the prices offered."

Hatfield, Mass.: "I report the sales of the following crops of tobacco. M. W. Boyl, 15 acres, Michael Hayes, 6 acres, Joseph Ripka, 5 acres, J. L. Newman, 23 acres, O. S. Graves & Son, 6 acres, M. P Bradford, 7 acres, F. W. Scheppe, 3 acres, J. M. Town, 15 acres, Paul Balisco, 6 acres, C. S. Shattuck, 5 acres, from 10 and 13 cents in bundle."

North Hatfield: "R. M. Swift has his crop assorted, and has closed his shop. O. Belden & Sons have their

HUNTER—A Nickel Cigar
Has won many races for dealers.
Try it.

A. HUSSEY LEAF TOBACCO CO.

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Factory No. 1645. Capacity 50,000,000 a Year
WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made
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OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.
Factory: LANCASTER, PA.

crop of 16 acres assorted, yielding 16 cases of light wrappers, 14 cases medium, 14 cases dark wrappers. How is that for 10 cent tobacco and there is more like it."—American Cultivator.

EDGERTON, WIS.

The closing days of the year finds the tobacco trade chiefly employed in making up their inventories, balancing their revenue books and trying to find out what amount shall be carried to the profit side of the ledger for the twelve months. We fear, too, that some of the statements will not tend to enliven holiday spirits.

We hear of a few scattering sales of the new crop, but there is nowhere evidences of any organized movement among the larger operators who handle any amount of the crop. A transfer of a large block of '05 leaf has been completed in this market during the week for the account of the United Cigar Manufacturers Co., but the trade was arranged in New York. A little leaf continues to go to export and a few sales on manufacturers' orders comprise the transactions in old leaf.

Shipments 450 cases.—Reporter.

TOBACCO SEED DISTRIBUTION.

New Varieties Offered, Adapted for Each Locality.

Washington, D. C., Dec. 28.

The Department of Agriculture has notified the members of Congress as to the method adopted by the Department for the distribution of tobacco seeds. The Department has been at work for some time to improve the varieties of tobacco in the different tobacco growing sections of the country, and the result of these experiments has been the production of valuable new varieties, as well as improved types of existing varieties of tobacco. The Department has noted carefully just what seeds are suited for any given locality, and will govern the distribution in accordance with its investigations, thus making the distribution much more valuable to the tobacco grower.

The method adopted for the distribution is to allow the members of Congress to transmit to the Department all requests for tobacco seeds, and they will be filled up to a maximum of about 150 packages for each member. Each locality will have its own special kind, adapted to the soil and the climate. Each packet will contain enough seed to furnish sufficient plants for the growing of two acres of tobacco, although it is recommended that only a small plat be grown the first year, in order to make a practical demonstration of the comparative value of these new and improved varieties. Instructions as to planting, etc., will accompany each package. This has nothing to do with the general distribution of garden and flower seeds, which will be conducted in the usual way.

☞ When writing to advertisers, say that you saw the ad in The Tobacco World. The effect will be good all around.

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The illustration shows the exact size of the Pen; if not satisfactory for any reason, it will be exchanged cheerfully.
This is an unusual opportunity to get a High Class Pen at a trifling cost.
TO ANY PERSON sending us $1.50, we will send this Beautiful Fountain Pen, postpaid, and will, in addition, enter the person's name for one year's subscription to "The Tobacco World." Should you already be a subscriber and desire to secure one of these Pens, your subscription will be extended one year from the date of its present expiration. This offer does not apply to foreign subscriptions, which cost $1.00 additional.
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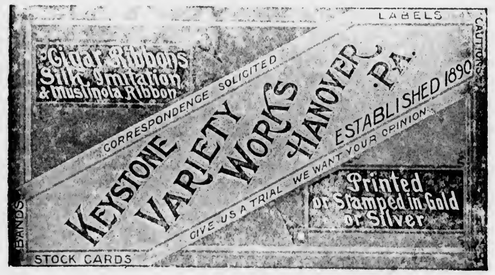

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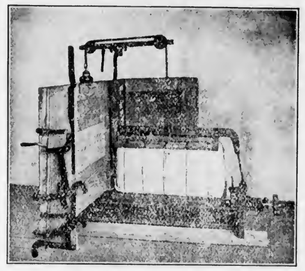

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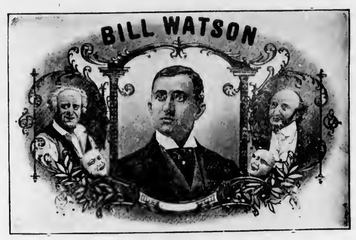

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THE TOBACCO WORLD

Vol. XXVIII., No. 2 PHILADELPHIA, JANUARY 8, 1908 One Dollar the Year

PHILIPPINE TRADE UNSATISFACTORY.

Americans Buy More From Filipinos Than Latter Purchase Here.

According to figures submitted by the Bureau of Statistics of the Department of Commerce and Labor the United States shipped to the Philippine Island domestic merchandise of a value of $8,657,956 during the fiscal year 1907, says a Washington dispatch. According to figures recently submitted by the Bureau of Insular Affairs, the custodian of Philippine interests, the islands bought from the United States during that time only $5,155,359. Between our sales account and their purchase account there is a discrepancy of about $3,500,000. As a commercial index the report of the Bureau of Insular Affairs is misleading. A considerable quantity of merchandise is shipped to the islands for special purposes, and no return appears to be made of it in the official reports of the island. The Bureau of Statistics records all entries for shipment from domestic ports.

Even at their best, our sales to the Philippines are not to our credit as a trading nation; nor are they encouraging from a political point of view. We supply Santo Domingo, Hayti, Mexico, Canada, Cuba and Central America with from 50 to 70 per cent. of their import requirements. We supply the Philippine Islands, an American possession, with only about one-quarter of their imports, a smaller share than we hold in the trade of Colombia, Venezuela and Ecuador. From June 30, 1899, to June 30, 1907, a period of eight years, we sold to the Philippines a total of $40,000,000. This is less than we sell to Cuba in a single year, and less than the total of our sales to Porto Rico during 1906 and 1907. It is less than half of our sales to either Hawaii or Alaska, and yet the population of the Philippines is about double the population of Cuba, Port Rico, Hawaii and Alaska combined. From a merely commercial point of view our interest in these other places has already made them fairly profitable investments. The Philippines are far from anything of that kind, and there is not under present conditions even fair encouragement to believe that they will become profitable in the early future.

The total exports of the Philippines for the last five years average a little more than $30,000,000 a year. Two-thirds of this is represented by hemp alone. A large percentage of the remainder is represented by sugar, copra and tobacco. The United States takes about one-half of the hemp. During the fiscal year 1907 we took from the islands about $62,000 worth of copra, $442,000 worth of sugar and $8,412 worth of tobacco in all its forms. We bought $10,971,331 worth of merchandise which we admitted free of duty and took only $539,107 worth of dutiable merchandise. The total sugar exports of the islands last year were valued at about $4,000,000, and the total tobacco exports at about $2,000,000.

The commercial situation in the Philippines is not at all satisfactory. This is true whether it be viewed from their end or from ours.

Connecticut Buyers Warming Up.

Suffield, Conn., Dec. 30.

The tobacco buyers have at last warmed up and several sales have been reported this week, not that the buyers have become enthusiastic over the crop, but have coolly offered 8, 10, 11½, and, in one instance, 12 cents for crops, and have found some takers. Now that the price has been established it is probable that the buyers will come into town in numbers and buy all they can at a low figure. Money has become sufficiently plenty to allow the buyers to invest a little of it in tobacco; they are becoming more critical and refer to the crop as rubbish, cabbage, etc., while the growers call the buyers worse names than have been applied to the crop. Year after year the affection which never existed between the buyer and grower becomes more and more strained. But, after all, the buyers have got the best of the situation—they can hold together, while the farmers drift apart. The story is told of one farmer that sold his crop for a good price and then carried the buyer to fellow farmers that he knew were in financial straits. He did not tell the buyer that his neighbors were hard up, but simply followed instructions to call on only that kind. The buyers have evidently made up their minds that there is money in the crop for them and are going to be sure not to get stuck by paying fancy prices. While the strained relations between the buyer and grower are nothing new, they are not wholly the fault of the buyer. The average farmer does not consider it a sin to get the best of the buyer, and does not hesitate to do it if he can. The selling of the tobacco crop is a matter of no small importance to the farmer. It is the culmination of a year of work, worry and study, and upon it depends the support of the family for the coming year and the wherewithal to raise another crop. When the farmers can get together and set a price upon their goods they will be able to get good prices for their products, but until then the buyers will always have the best end of the bargain.

Cincinnati Warehouse Decision.

Judge Warner, of the Insolvency Court, who recently decided that the L. & N. Railroad Company must bear the expenses of the condemnation suit which it brought against the Farmers and Shippers' Leaf Tobacco Warehouse Company, and then abandoned, made an entry fixing the Court costs at $787.35 and the attorney fees at $1,500.

Connecticut Growers Will Fight.

It seems that the tobacco raisers and cigarmakers of Connecticut are preparing to rise up in arms again against the renewed proposal to remove or greatly reduce the tariff on Philippine tobacco. There is a New England Tobacco Growers' Association with headquarters at Hartford, and it is said to be preparing to send a deputation to Washington to convince the House Committee on Ways and Means that "great harm to the tobacco interests of the Connecticut Valley would result" if this Philippine tariff bill should pass. We are informed in a special dispatch to the "Tribune" from Hartford that "the feeling of the Connecticut tobacco men is that they have no market in the Philippines and could not compete there with the Sumatra wrapper, and they are afraid that tobacco would be shipped from this country and made into cigars by cheap labor in Manila to the injury of both themselves and the cigarmakers."

This "feeling" does equal credit to the intelligence, the patriotic sentiment and the broad philanthropy of the "tobacco interests of the Connecticut Valley." They are "interests" to be proud of. If they cannot send their leaf across two oceans to compete with that of Sumatra in the same part of the world and make some money for themselves out of these wretched Filipinos, why should they consent to let them find a market here to help their languishing industry, albeit whatever they might send would be but a drop in the bucket of American consumption?

The bold yeoman of the Connecticut Valley are not only "afraid" to let Philippine tobacco come to these shores lest their fields should be blighted or possibly turned into a wilderness of corn and potatoes, or the redolent onion of Wethersfield, but they have another fear that seems to be inconsistent with this. They are afraid that their tobacco will find a market in the Philippines in competition with the Sumatra wrapper, but in the humble capacity of raw material to be subjected to the ignominy of cheap labor at Manila and sent back with Philippine tobacco inside as "fillers," to the humiliation and despair of American labor. Such a dreadful calamity ought by all means to be averted by a deputation from Hartford, but it is a pity that the common schools and Sunday schools of New England should have nothing better to show in the Connecticut Valley than the intelligence and the moral sense out of which this fear of Filipino competition has grown.

Cigarette Manufacturer a Suicide

Chicago, Ill., Jan. 3.

Archibald R. Mitchell, a cigarette manufacturer, was found dead in his apartments 350 West Seventy-first street, today. Gas poured into the room from four open jets and the windows were closed. The police reported that Mitchell had committed suicide. He had recently met financial reverses.

RIDERS BURN AND DYNAMITE

Two Tobacco Warehouses Destroyed and Three Men Shot.

Russellville, Ky., Jan. 3.

Night riders, 100 strong, bent on punishing those friendly to the tobacco trust, swooped down on Russellville early today, and after overpowering the three policemen and providing against an alarm, dynamited and burned the two independent tobacco concerns and several other establishments. They escaped by riding away over the Hopkinsville and Clarksville pike.

Three men were wounded and the telephone girls and police held prisoners for nearly three hours. The buildings destroyed were:

Frank G. Wake tobacco warehouse, building and contents; loss, $15,000.

American Snuff Company factory and contents; loss, $15,000.

Many shots were fired and three men were wounded. The Louisville & Nashville depot was threatened by the flames, but escaped. The attack, which was entirely unexpected, lasted an hour.

Capt. W. R. Bruce, the chief of police, hastened to the fire tower, where he attempted to sound the alarm, but was overpowered by four of the masked night riders.

The most seriously injured was Dr. C. M. Roberts, a guest at the Forest House, who was wounded about the head and face by a charge of buckshot. Dr. Roberts' home is in Evansville, Ind., and he was shot as the night riders were leaving town.

MOB WELL ORGANIZED.

He heard the confusion, and, thinking that the raiders had gone, ran out to see what had happened. He came face to face with a group of the departing mob and as he started to run was shot.

It is said that the mob come to Russellville from the direction of Cave Springs, near where the members have had their rendezvous. The mob seemed to be well organized, with a head and lieutenants. All the men were mounted and wore white capes, false beards and masks.

Russellville is a town of about 4,000 inhabitants and the county seat of Logan county, which borders on the Tennessee line. It is in the heart of the dark tobacco district and but one county, Todd county, separates it from Christian and Trigg counties, the scene of the recent depredations in and around Hopkinsville.

This is the third raid made by night riders in Western Kentucky, and comes in the face of the announcement by the governor that disorder must cease. At this time a court is in progress at Hopkinsville investigating a similar raid on that city. Troops are now on guard at Hopkinsville.

—Geo. Wohlstadter & Son Cigar Co., St. Louis, Mo., was incorporated with a capital of $5,000, by Mary and Fred. Wohlstadter and Walter J. Hummelstein, to manufacture and deal in cigars.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia

FOUNDED 1855

John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan

FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

Packers of Leaf Tobacco — VUELTA ARRIBA — 107 Arch St. PHILADA.

K. STRAUS — A. LOEB

K. STRAUS & CO.

IMPORTERS OF

PACKERS OF LEAF TOBACCO — HAVANA

301 & 303 North 3rd St.

PHILADELPHIA.

Established 1825

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in Leaf Tobacco

228 North Third St., Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

and

Packers of Leaf Tobacco

306 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA **TOBACCO**

111 Arch Street, Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

H. Dolinsky & Son — Importers & Packers of HAVANA AND SEED LEAF TOBACCO — SUMATRA

147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH — IMPORTER OF HAVANA AND SUMATRA — DEALER IN LEAF TOBACCO — PHILADELPHIA — REGISTERED 1642-44 N. ELEVENTH, ST.

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut, is a fac-simile, in its actual size, of the Precinta or warranty stamp which is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these stamps, were made in Cuba by the Independent Manufacturers.

Thus a copy of that warranty stamp attached to any box of Cigars and Cigarettes or to any packages of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Habana, Cuba, with the genuine Tobacco Leaf grown in the famous Vuelta Abajo

DON'T FORGET THIS, RETAILERS, IMPORTERS AND DISTRIBUTORS.

COLORS OF THE PRECINTA: Black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

COURT TO SETTLE DISPUTE

Former Pottstown Firm Appeals for Aid in Settlement of Partnership.

Pottstown, Pa., Dec. 31.

Calvin F. Shively, and W. H. Sassaman, of Pottstown, through their attorney, Wm. F. Dannehower, have brought a bill in equity against George Miller, of the same place.

The plaintiffs, together with defendant, comprised the firm of Shively, Miller & Co., manufacturers of cigars.

They operated a large plant at Pottstown employing several hundred hands until January 1, 1906, at which time the co-partnership was dissolved. It had continued about four years.

A disagreement arose between the plaintiffs and the defendant regarding certain settlements which have been made the basis of the suit.

The court is asked to secure from the defendant a full account of the partnership transactions and that he be compelled to pay them such sums as appear to be due. It is also requested that an expert accountant go over the firm's books in order to ascertain what is actually due the plaintiffs.

Wisconsin Warehouse Deal.

Stoughton, Wis., Jan. 2.

Edward E. Simonson, tobacco dealer, purchased a warehouse at this place on Tuesday last, from Ole Evenson and John K. Subey, at a cost of $4,000. The building, which is of brick, is situated on the railroad reservation, and is known as No. 4 among the trade. It is two stories high and has a good basement for tobacco sorters. A number of improvements will be made in the near future. Mr. Simonson buys and packs tobacco on commission, and also buys on his own account. He has been in business a number of years, and is one of the leading tobacco men of this city. His purchase of this property is an indication that he intends to do a larger business in the future.

HUNTER—A Nickel Cigar

Has won many races for dealers. Try it.

Employes Get Zahm Plant.

Toledo, O., Jan. 1.

By a will which was filed in the probate court yesterday J. F. Zahm, tobacco and grain man, who committed suicide a week ago, provided $500 a month for his widow during her life and divided his property among business associates after her death. The estate is valued at $250,000.

After the death of Mrs. Zahm all the property in the J. F. Zahm Tobacco Co. is given to Joseph N. Crowley, Fred Mayer and Fred W. Jaeger, trusted employes. All the remaining property, including the J. F. Zahm & Co.'s grain business, is given to Fred Mayer and F. W. Jaeger.

Fixing Prices in Wisconsin.

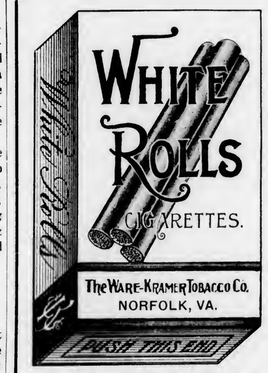
Milton, Wis., Jan. 3.

Directors of the tobacco department of the American Society of Equity have decided that all tobacco not sold by January 15 should be sized, boxed and placed in a pool. The minimum prices determined upon are: Best grade, per pound, 15 cents; medium grade, 12½ cents; and the poorest grades, not including frost bitten leaf, 10 cents. S. D. Kump, Secretary of the State organization, says arrangements have been made for financing pools and for assisting those who are not able to hold their crops until the sales can be made. The State organization, of which the tobacco society is a department, will hold its annual meeting at Eau Claire January 14 to 16, inclusive.

New Leaf House for Janesville.

Janesville, Wis., Dec. 30.

Dr. J. F., Walter and William Pember have entered the wholesale leaf tobacco field in Janesville. As a firm the three brothers have purchased from Dr. J. F. Pember the brick business block built by Henry C. Klein on North Franklin street. At present carpenters are at work remodeling the structure into a warehouse. Partitions are being taken out, an elevator installed and other changes made. The new company will buy, pack and sell tobacco.



AWARDED GOLD MEDAL at Jamestown Exposition.

White Rolls Cigarettes

ARTHUR HAGEN & CO., General Agents,

151 North Third Street, Philadelphia.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

American Protectorate

A Choice 5c. Cigar

Handsomely Packed and put up in Several Popular Shapes and Sizes

Manufactured by

Himmelberger & Noll,

ROBESONIA, PA.

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. **308 Race St.** **Philadelphia**

Long Distance Telephone, Market 3025.

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

Representing

George H. Rumrill, Janesville, Wis.; The Miami Valley Leaf Tobacco Co., Dayton, O.; The Krohn Tobacco Co., Windsor, Ct.; Downard & Koking, Cincinnati, O.; F. W. Dohrmann & Son, Cincinnati, O.; Metzkey & Heiland, Lititz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630=636 N. Prince St.

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Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

Closing the Year in Havana.

Quietest Week on Record. Possible Buyers on Hand, but no Transactions Reported. No Free Tobacco in Sight, Although Dealers are Willing to Make Reasonable Terms.

Special Correspondence of The Tobacco World.)

Havana, Cuba, December 30, 1907.

The past week has been the quietest on record, as far as sales are concerned, notwithstanding that several buyers are in town who under ordinary circumstances would have purchased a fairly large quantity of leaf. Some allowance must be made for the interruption of the Christmas holidays, but the chief reason seems to be that the buyers who come here think they can pick up all classes of tobacco at no matter what kind of low offers they are disposed to make, not taking into consideration that the cost of the leaf has been exceedingly high to the dealers; or some of them have been prejudiced by the false reports of the 1907 crop spread broadcast over the United States by dealers and manufacturers who condemned this year's growth as being unsuitable for the making of cigars. That there is some tobacco which has faults (being still raw) and which will not hold fire for any length of time is unfortunately true, and nobody will dispute it, but on the other hand there is a large quantity of Vuelta Abajo and Remedios which is of good quality and free burning. I will not mention Partido, as there is little left of this growth, and no complaints have been registered against this style of leaf. After a buyer has looked around our market he will be convinced himself that the 1907 crop has enough good vegas to pick from, and as regards prices he must make some allowances and meet our dealers and packers at least halfway, as it would be manifestly unfair to expect them to lose more than they can stand. They are willing not only to forego any possible profit upon their investments, but considering all the aggravating circumstances, they are disposed to accept any offer that is within reason.

The year which is closing tomorrow has been a very unfortunate one for all people in the tobacco trade, excepting those farmers who were wise enough to sell out their crops during the exciting times, when through the active competition of the trust, ridiculously high figures were paid. Manufacturers here and in the North have made no money as a rule, owing to the high leaf prices paid to the dealers and to the farmers, and the impossibility of raising the selling figures of their cigars to a correspondingly high level. Dealers here, excepting those who principally handle only Partido, are still loaded down with stocks, and dealers in the North have only operated in Havana tobacco to a minimum extent. Commission houses have done an exceedingly small business, which in some cases has not been sufficient to pay their running expenses for office, warehouse rent, porters, clerk hire, and the numerous incidental expenses which every firm of any standing is bound to have no matter whether any business is done or not.

The four chief reasons for this accumulation of unfavorable circumstances are: (1) the lateness of the crop in coming to market and not being fit for immediate use; (2) the prevailing high prices; (3) the false reports about the unfitness of the crop, and finally (4) the unforeseen financial crisis which commenced in October and which unfortunately has not yet entirely been followed by a revival in trade. However, the worst of the "Krach" seems to be over and the year 1908 promises to open under more favorable auspices. People have not discarded smoking, and while the pipe and cheap domestic cigars have been resorted to during the hard times, with a better financial outlook, renewed activity in the commercial and industrial world, and a freer circulation of

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 96

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS

ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

SOL HABANA

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO — HABANA, CUBA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTAÑEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

8

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER — *Habana, Cuba*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" — Correspondence Solicited in English

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LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM — *Habana*

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 — Cable: "JOMAGARCIA" — HABANA, CUBA

Rz BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista — **Neptuno 170--174** — Special Partner—Gumersindo Garcia Cuervo

money, the discriminating smokers will begin to look for the fragrant Habana weed in preference to the tasteless seed leaf, and as stocks of Havana tobacco are nearly exhausted in the United States, the manufacturers and dealers will have to flock down here and supply themselves from our plentiful holdings.

Whether the new crop will finally be large and good nobody can tell as yet, as there are too many considerations to be taken into account. Everbody wishes for an abundant and fine quality growth, but the wish alone does not make it so, unless Nature should see fit to bestow her bounty on us once more.

Sales

only amount to 659 bales in all, divided into 354 of Vuelta Abajo, 50 of Partido and 255 of Remedios. For the United States only 55 bales are reported as sold, while the local cigar and cigarette manufacturers took 604 bales.

Buyers Come and Go.

Arrivals.—I. Dankowitz, of I. Dankowitz, Lennie Greenhall, of Greenhall Bros., Bernhard Lichtenstein, of Lichtenstein Bros., S. Ruppin, of S. Ruppin, Dionisio Hevia, of D. Hevia, and Joseph Rosenberg, of H. Rosenberg, New York; Maurice Winter, of M. Perez Co., Tampa; Charles Landau, representative of H. Upmann & Co. in New York.

Returned.—A. Pazos, of A. Pazos & Co., New York and Havana.

Havana Cigar Manufacturers

are working only slowly, as besides the trust, some of our independent manufacturers have either closed their factories after Xmas, or are working only with reduced forces. Some are taking this measure to take an inventory of their stocks, although excepting a limited number of our largest manufacturers, orders just now are at a low ebb and all on account of the crisis in the United States.

H. Upmann & Co. are still fully occupied and have no lack of orders on hand which have to be filled yet, and they are also in receipt of new ones by every mail or by cable, principally from Europe. Their very successful representative, Charles Landau, who has charge of this factory's large trade for the United States and Canada, has come here to take a short holiday during the present lull in business and in order to be prepared for the coming campaign in January next, when he hopes to break all records of this house for the United States. H. Upmann & Co. shipped 600,000 cigars last week.

Sol reports steady business, and this house was compelled to work over time to catch up with pending orders. This speaks well for the success of Don Carlos Behrens.

Eden.—Calixto Lopez & Co. are working on orders in hand, and as they are still in possession of much choice tobacco which they bought at the right time, they are in a position to serve the cream of the 1905 crop to a given number of their customers.

Partagas.—This house reports business fair and expects to continually progress. Cifuentes, Fernandez & Co.'s cigars have always taken well in all parts of the American Union.

Por Larranaga.—This house is hard at work figuring its profits for the year, and although like many another factory this past season has been the worst on record, still I hope they will keep up the bound-to-be successful fight. Don Antonio J. Rivero, who is always farsighted, paid prices perhaps against his better judgment, but on the other hand he was determined that Por Larranaga should have only the pick of the best sections of Vuelta Abajo.

Buying, Selling and Other Notes of Interest.

Muniz Hnos. & Co. were the biggest sellers last week, as they reported sales of 504 bales of Vuelta Abajo and Remedios to local cigarette manufacturers.

Loeb-Nunez Havana Co. will move to their new store, corner Cardenas and Corales streets, this week.

Don Antonio Prieto y Gonzalez suffered a severe blow on Christmas day, as he lost his only remaining son, and the sympathy of the entire trade was extended to him upon the day of the funeral. The numerous friends of the house of Sobrinos de A. Gonzalez in the United States will doubtless condole with the senior partner, and be very sorry to hear of his misfortune.

Bernhard Lichtenstein and August Kuttnauer are credited with some small purchases so far, but as they are to remain here they may both make up their minds to invest heavily later on.

The German Club gave its usual Christmas ball on Christmas evening, and the same was well attended notwithstanding the hard times.

RECEIPTS FROM THE COUNTRY.

	Week ending Dec. 28 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,889	230,275
Semi Vuelta	762	21,653
Partido	8	40,166
Matanzas		897
Remedios & S. Clara	2,459	93,811
Santiago de Cuba	19	13,526
Total	5,137	400,328

Cigar Box Factory Success.

In 1901 The Inland City Cigar Box Co. began business at Lancaster, Pa., in a factory three stories high and measuring 40 by 30 feet in dimensions.

Since then an addition, 40 by 35 feet, has been added to the original building. Numerous improvements have also been made in the equipment of the factory, which now includes the most modern machinery, making it one of the best equipped plants in the country.

Their trade is drawn from among the largest firms in Lancaster and vicinity, and the number of employes necessary to do the work required of this factory, which at the beginning was less than the proverbial "baker's dozen," has grown to more than four score.

In addition to the manufacture of a large variety of cigar boxes and shipping cases, the firm is also acting as the selling agent in Lancaster of the cigar labels from the lithographic house of Kreuger & Braun, of New York.

RUTHERFORD CLEAR HAVANA CIGARS

Are Popular Because They Please the Consumer.

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" — **HABANA, CUBA**

JOS. MENDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET — Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market

Correspondence solicited in English

Monte 156, P. O. Box 595 — HABANA, CUBA Cable: "Calda"

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

ERNEST ELLINGER & CO. Nos. 87-89 Pine Street Office,
Importers of HAVANA TOBACCO New York

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of Leaf Tobacco
Telephone: 346 John 150 Water St., NEW YORK

Starr Brothers
IMPORTERS and PACKERS of LEAF TOBACCO
131 Water Street
Established 1888 NEW YORK Telephone: 4027 John

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, January 7.

New York Leaf Market.

A little more interest was aroused in the leaf market last week than had been the case for several weeks previous, owing to the fact that about 3,500 cases of domestic leaf had been sold to manufacturers. This, however, constituted the major portion of the business, and affected only three leaf houses who were the holders of the goods.

There has been some inquiry for goods, mostly Ohio tobacco, but the above mentioned sales, which were of Wisconsin tobacco of 1905 and 1906, were the only ones actually consummated.

Sumatra tobacco has been moving somewhat slowly for the past week, but this fact has no discouraging effect on the trade, which did not expect much for this time. There is a very favorable comparison of the business of 1907 in Sumatra tobacco with that of previous years notwithstanding the increased consumption of Florida Georgia tobacco, but domestic wrapper leaf from other sections has felt the effect more keenly.

In Havana tobacco it was no surprise that the market was quiet, both here and in Havana: but little effort is being made by importers to move goods just now. Manufacturers generally have not fully resumed operations and are not especially in quest of additional supplies.

• • •

Old Leaf Dealer Retires.

Joseph Hirsch, of Joseph Hirsch & Son, importers of Sumatra tobacco at 183 Water street, retired from active business on January 1. The business, however, will be continued as heretofore, by his son, Louis Hirsch, under the old firm name of Jos. Hirsch & Son. Mr. Hirsch, Jr., has been associated with his father in business for the past seven years, and for several years past he has been attending each year the Sumatra inscriptions at Amsterdam, and did the buying for the firm. In all, he has for fourteen years past been engaged in the tobacco business.

Joseph Hirsch has spent the major portion of his past life in the tobacco trade, and is a veteran in the Sumatra industry. By careful endeavor he has amassed a competency.

His son is yet young, but is vigorous and energetic, and will undoubtedly continue to hold the confidence of the trade which has been gained in the past.

All of the present traveling representatives and salesmen of the old firm will remain and continue to cover their accustomed territory. Wm. Neuberg in New York City and Philadelphia; D. Kalberman in Pennsylvania and Southern territory, and A. Hirsch in the Western States and Canada.

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

Metropolitan Output for 1907.

The output of the two principal districts of this city during 1907 shows a decreased production in cigars of over 14,000,000. The greater portion of this falling off occurred during the months of November and December, and overwhelmed the moderate increases shown during some of the earlier months of the year. The combined production of the Second and Third Districts for the month of December was 58,783,970, as compared with 96,089,760 during the corresponding month of 1906. Little cigars showed somewhat similar results, but in cigarettes and manufactured tobacco some gain is shown.

• • •

Tobacco Hearing Resumed.

Hearing in the case of the Government against the American Tobacco Company, for alleged restraint of trade, was resumed today before United States Commissioner Shields.

Karl Jungbluth, President of the MacAndrews & Forbes Company, a subsidiary of the American Tobacco Company and the principal licorice-paste manufacturer in the country, told of the purchase of the J. S. Young Company by the MacAndrews & Forbes Company, and of an agreement by which the MacAndrews & Forbes Company was to supply licorice paste to the plug tobacco manufacturers allied with the American Tobacco Company, while the Young company was to supply the independent concerns.

If an independent firm attempted to buy from MacAndrews & Forbes, they would be quoted a price a quarter of a cent a pound higher than that set by the Young company, and vice versa, he said, which kept the agreement effective.

• • •

Box Factory Plants Concentrated.

The several factories of the Dasheff & Smulewitz Co., manufacturers of paper boxes, making a specialty of boxes for cigarettes, have now been concentrated under one roof, as is shown by their letter to the trade issued on January 2, and which reads as follows:

To Our Customers:—

You are hereby respectfully informed that on and after this date all business carried on by us at Nos. 17 Elizabeth street, and 117 Hester street, Manhattan, 327 Essex street, Brooklyn (E. N. Y.) and 23 Bendman avenue, Jamaica, L. I., will be carried on at our new factory, 235-253 Park avenue, (corner Clinton avenue), Brooklyn, N. Y.

We have increased the facilities, and are ready to rush work and make prompt deliveries.

We have also installed a plant for the printing of cigarette paper, either plain, cork or gold tipped.

We will be pleased to see you at our new factory any time, or will have our representative call to see you on receipt of postal. Yours very truly,

Dasheff & Smulewitz Co.
L. Busker, Mgr.

Mr. Busker, who is now manager of this department of the above house, was formerly connected with the Khedivial Co., of New York.

For Genuine Sawed Cedar Cigar Boxes, go to Established 1880
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
ESTABLISHED 1840 NEW YORK CABLE: "NARGIL"

SAMUEL HARTMAN & CO.
DEALERS AND PACKERS OF
Domestic Leaf Tobacco of All Kinds
CONNECTICUT A SPECIALTY
Office and Salesroom:
313 and 315 West Grant Street
Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

Red Mill Snuff Resuming.

Under date of December 30, 1907, the following letter, which explains itself, was sent to the trade:

Gentlemen:

We beg to inform you that on and after this date the business of the Thos. Allen Red Mill Tobacco Co. will be conducted under new management.

Mr. Julius Becker, of New York, has become interested, and will in conjunction with Mr. Thos. Allen continue to manufacture snuff and smoking tobacco.

We are now prepared to fill all orders promptly, and shall appreciate a continuance of your patronage.

Yours very truly,
Red Mill Tobacco Co.,
Thos. Allen.

• • •

New Hussey Circular.

The A. Hussey Leaf Tobacco Co. has issued another of its periodical circulars this month, and which is quite up to the high standard set by them in point of attractiveness. It takes up an interesting discussion on the line of domestic filler tobaccos carried by the house, and which is most complete.

New Box Factory Incorporated.

The Nicholaus Althaus Co., of New York, to manufacture cigar boxes, etc., has been incorporated with a capital of $50,000, by Nicholaus Althaus, Chas. F. Althaus, and E. Hermann Schall, all of New York.

Tobacco Imports at New York

Week ended Jan. 4.

From Havana.	Bales
L Friedman & Co	59
Manuel Sanchez	30
G W Sheldon & Co	28
Wengler & Mandell	28
Friend & Co	25
Jose Lovera Co	20
E Rosenwald & Bro	15
Janes & Davis	10
	Cases
Hinsdale Smith & Co	7
Hamburger Bros & Co	8
From Porto Rico.	**Bales**
Mendelssohn, Bornemann & Co	34
L Hirsch	25
G W Sheldon & Co	15
R Fabian & Co	10
A Hussey Leaf Tobacco Co	4

"The Day After" at The Hub.

Retailers Resting After the Holiday Boom. Salesmen Preparing to Resume Hustling for Orders. Display Use of Cigar Boxes. Who's Who in the Trade, and What He is Doing.

[Boston Bureau "The Tobacco World"
19 Devonshire Street]
Boston, Mass., Jan. 6.

Trade has quieted down considerably since the First. Although it was expected it would naturally be quiet after the holidays, this year it seems to be worse than ever, and the reports reaching here from nearby and other towns in the State are not very encouraging. In Lynn the General Electric Co. are only employing at present 3,000 hands; when their factories are busy they employ 17,000. And the large firms in all the mill towns seem to be working with one-third the usual help.

The holiday trade was well enjoyed by both jobbers and retailers. Many retailers are using their windows for the display of hold-over holiday goods at reduced (?) prices.

The Watch & Ward Society has been making another crusade against the storekeepers handling obscene postcards. During last week they made 18 arrests and the usual $100 fine was imposed in the majority of cases.

The Revenue Office has issued a copy of a letter from the department at Washington, D. C., to a prominent cigar retailer, in which the law is detailed as to the proper way to have boxes of cigars on view in the show cases, and many of our cut price drug stores have already started in to prepare their cigar cases to conform with the law. Brother Lord, at Woodward's, and Mr. Steere, at Metcalf's, were among the first to do this. In my next letter I expect to have a copy of the latest ruling of the Internal Revenue Commissioner, so that every cigar dealer can read it, as the Revenue Department does not specially notify anyone concerning the law.

The many salesmen who make Boston their headquarters, but left for New York and other places to spend the holidays, are now returning in bunches.

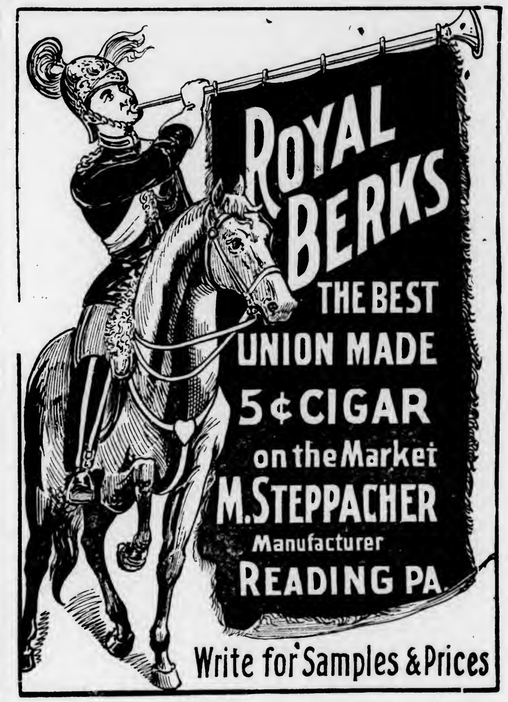
Lewis B. Snow, formerly in charge of the cigar stand at Hotel Cecil, is now managing the cigar department at Klein's Pharmacy, corner Boylston and Tremont streets. Gene Brown resigned.

The Thos. Allen Red Mill Tobacco Co., Rahway, N. J., has notified the trade that they are now conducting the business under new management, Julius Becker, of New York, now being associated with Tom Allen in manufacturing the many brands of snuff formerly manufactured by the Red Mill Snuff Co.

Edward Leader has accepted a position with Estabrook & Eaton, and I understand that he will put his energies towards extending the business of the Big Brother accounts.

Nestor-Gianaclis Co., makers of the Nestor and Royal Nestor cigarettes, have started the new year in great fashion. Chas. Ellis has two clever salesmen in C. H. Williams and Louis Shapiro, and both are bringing in a bunch of business. Charley himself took orders one day last week for 157,000 cigarettes. I guess that is going some. The Nestor brand is on sale now at all the leading cigar stands here, and it is a safe wager that you will find this brand in 80 per cent. of our cigar stores, while Charley's aim is to reach the hundred per cent. mark. Good luck to you, Charley.

Sig Baum, who used to come to Boston in the interest of the Turco-American Tobacco Co., New York, makers of the Omega cigarettes, has resigned his position, and I understand he is going to give up the road and retire to private life. Ben Ali.



A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

GOV. WILLSON'S CONFERENCE.

The fact that further outrages followed so closely the conference of Kentucky's Governor speaks little good for the effect and actual benefit of that course. Gov. Willson had made it clear he was not asking a conference nor offering a compromise with lawless men; he wanted it clearly understood that the whole power of the State would be exhausted in the maintenance of the law and in the punishment of criminals.

He has, in the raids of a few nights ago, the details of which are given in the news columns of this issue, a horrible example of the utter lawlessness of some of his people, and it is now clearly up to him to invoke the full power of the State to restore law and order.

Will he do it?

Inasmuch as the minor officials of that unruly State have refused to indict any one criminally for any of the many previous assaults, it is recognized that the Governor may have a hard time of it bringing any of the criminals to justice and inflicting proper punishment.

As a result of the State's failure to quell the raids and inflict punishment on the evildoers, outbreaks have also recently occurred in other sections and in other States. The far-reaching ill effect is just beginning to be felt.

THE TOBACCO WORLD

ESTABLISHED 1881 INCORPORATED 1902

Published Every Wednesday

BY THE

TOBACCO WORLD PUBLISHING CO.

No. 224 Arch Street, Philadelphia

Cable Address, "Baccoworld." Havana Office, Prado 36, Altos.

ADVERTISING RATES ON APPLICATION.

By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy.
Foreign Subscription, for all Countries of the Postal Union and Canada, $2.00 the Year.

Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, JANUARY 8, 1908.

THE LOCAL TOBACCO NEWS

The local leaf market has not shown much improvement, and certainly not as much as has been looked for. Yet dealers are looking at it philosophically, and declare that it is too early to expect much, for manufacturers are scarcely through scrutinizing their inventories and formulating definite plans for this year's business.

There have been more sellers than buyers in the local market this week. There has been some inquiry among packers and dealers for goods, but they were merely preliminary moves, and may result in some actual business later.

Cigar manufacturers for the most part resumed with full forces on Monday. There were only a few factories in which certain departments did not contain the full complement of hands.

The internal revenue reports, which show a falilng off, are not surprising save that some members of the trade had expected to find there would be an even greater decrease than there really was.

Prospects, they say, are encouraging, and a good spring business is now being awaited with much earnestness.

The cigar box industry is still somewhat slack, showing clearly that manufacturers have not yet arrived at the point of requiring so many boxes. They, also, are expecting to have something of a rush later on.

The retailers have had a fair business, considering that this is usually a somewhat dull time with them. Stocks were pretty well depleted after the holiday trade, and orders are now being given for fresh supplies.

The United Cigar Stores Co. has secured the northwest corner of Thirteenth and Market streets, until recently occupied by Wells, the Hatter. It is said Mr. Wells was outbid for the place by a rental said to be in the neighborhood of $25,000 per annum. It is also alleged that the former proprietor of the store had become so disgusted with the Stores Co.'s tactics, that in order to vacate quickly he closed out his stock of hats at $1.00 per, regardless of cost. The United will take possession as soon as some alterations can be made.

A banquet was tendered last Thursday evening by John N. Kolb, superintendent of the Theobald & Oppenheimer factories, to the various heads of departments under him. Plates were laid for about thirty guests. A continuous merriment was kept up until the wee hours of the morning. It has become an annual custom with Mr. Kolb, and the occasion is always looked forward to with a great deal of anticipation for a surely good time.

A meeting of the creditors of Mahlon B. Rattay, who a few months ago opened a fine cigar store at Germantown and Lehigh avenues, but was recently adjudged a bankrupt, will be held this week. Mr. Rattay was formerly engaged in business as a stock broker but is reported to have lost money in the venture, and from which he has never fully recovered.

John Allen, senior member of the firm of John Allen & Son, and one of the city's oldest manufacturers and jobbers, died at his home on Richmond street last week, at the age of 73 years. Mr. Allen was a well known member of the trade and highly respected.

Peter Murphy, father of P. F. Murphy, President of the P. F. Murphy Co., which is among the city's largest jobbing houses, died last week, at his late residence in this city.

Henry Weiss, with the American West Indies Trading Company, of New York and Porto Rico, arrived in Philadelphia this week. It was his initial trip for this year and his first stop on the trip.

Al. Metzger, with Berriman Bros., was among the first arrivals this week of any of the traveling fraternity. He was agreeably surprised to find trade conditions in as satisfactory shape as he found them while here.

J. Pierce Flowers, the veteran tobacco salesman, who has for a number of years been Eastern manager for Lovell & Buffington Tobacco Co., of Covington, Ky., has been ill and confined to his home for some weeks. He is slowly improving, and his many friends in the trade are hoping to soon again see him about as usual.

The Quaker City Stencil and Rubber Stamp Works, 234 Arch street, which are headquarters in this city for lead seals, say that they have experienced in the last year a large increase in sales of such goods. They also manufacture cigar stamp cancellors and other cigar manufacturers' special supplies.

J. Rosenberg, with Morris Rosenberg & Co., of this city, will start out this week on his regular trips through Pennsylvania, where he has a big following.

RULING IN CIGARETTE CASE.

The decision in the Illinois cigarette case holds that the recent act of the Legislature is intended only to prohibit the sale of cigarettes that contain substances deleterious to health and does not apply to the sale of cigarettes that contain only pure tobacco. This was the statute in which the word "tobacco" was inserted by a joker during the closing hours of the Legislature.

The title of the case is Mayor Busse versus R. M. Berlizheimer. The latter applied for a city license to sell pure tobacco cigarettes. The mayor declined to issue it. Berlizheimer then applied for a writ of mandamus to compel the mayor to issue the license and the court awarded it. The mayor then appealed to the Supreme Court. The court says:

"It is clear that under a proper title the Legislature has the right, under the exercise of its police powers, to pass an act prohibiting the sale of cigarettes. It is, however, apparent that it has not the power to prohibit the sale of cigarettes under the title of an act which provides only for the regulation of their sale.

"If it were clear that section 1 of the act was intended absolutely to prohibit the sale of cigarettes we should have no hesitancy in holding that the act, in so far as it attempted absolutely to prohibit the sale of cigarettes, was broader than its title and the act was unconstitutional and void. We think, however, that when the act is read as a whole it is apparent that it does not prohibit absolutely the sale of cigarettes, but only the sale of such cigarette as contain substances deleterious to health, and that it was not intended to prohibit absolutely the sale of cigarettes that contain only pure tobacco."

The court concluded by saying that the lower court did not err in granting the writ of mandamus.

SPECIAL NOTICES.
(12½ cents per line, 8 point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LeSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18ca

We Want to Send FREE
To every Cigar and Tobacco Man
Our NATIONAL CATALOGUE of Tools, Supplies and Novelties
a reference book that makes buying easy and profitable.
Make your request on your letter-head today.
NATIONAL SELLING COMPANY
Allentown, Pa. 11-13ch

WANTED—To represent several factories on commision basis, making cheap, medium and high grade goods, also cheap and medium union made cigars. Have had 30 years experience selling jobbers in the West; best of reference. Address Wm. Rood, Binghamton, N. Y. 1-1a

SUPERINTENDENT and Foreman on Nickel and Seed and Havana Cigars, for a number of years with one of the most successful manufacturers, wishes to make a change for a similar position; reason for changing can be explained satisfactorily. Address Box 3, care of Tobacco World. 1-1h

FOR RENT—Third and fourth floors of Factory Building, light on four sides; 3,535 square feet of floor space, basement extra; steam heat and electric elevator. Possession April 1, 1908. Apply to Christ, Peter & Co., 26 South Hall Street, Allentown, Pa. 12-18a

TRICK CIGARS--Perfectly harmless. Packed 25 in a box, and banded. Just the novelty to increase your business and make big profits. Price $25 per M. Agents wanted. Write for samples. Address F., care of The Tobacco World, Phila. 10-2tf

WANTED, by an experienced cigar man, Pennsylvania accounts ranging from $8 to $25 per thousand. Territory, all New England. References exchanged. A. Wilson, 6 Milk Street, Boston, Mass. 12-11tf

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

WANTED–Every cigar manufacturer to know that I am selling the very finest light, large first size Sumatra in the market at $3.25 per lb. Sold in lots of one pound or more. J. H. Spera, Ephrata, Pa. 1-1a

WANTED TO PURCHASE $2,000 to $5,000 Cigar Factory; give full description, class of goods made, stock on hand, location, etc. Address A. A. 1, care Tobacco World. 12-12tf

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-0tf

UNION MADE CIGARS. Correspondence wanted with reliable Brokers and Jobbers. Address Frank Beck & Co., York, Pa. 12-4 l

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER
Monroe D. Sellers, Sellersville, Pa.

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.
(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section
Fine Handling Superb Quality

Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

EDWARD E. SIMONSON
Packer of and Dealer in
Leaf Tobacco
Tobacco Bought and Packed on Commission
Stoughton, Wis.

Keyno
HAVANA SHORTS
2 oz. 5c.

Norristown Tobacco Works
NORRISTOWN, PA.
Manufacturers of
Havana Shorts
Private Brands for Jobbers a Specialty Samples submitted on application

L. J. SMITH & CO.
Wholesale
Cigar Manufacturers
and Dealers in Leaf Tobacco
Red Lion, Pa.

With Specially Designed Bands.
and **PAN ANNA**
5c. Cigars
TWO HAVANAS
Two for Five Cents
Correspondence with Responsible Houses solicited.
Private Brands made to order.

Established 1895 Telephone Connection
T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade

Take no other but the Genuine

Established 1869
Incorporated 1893

Juan F. Portuondo CIGARS

Registered in U. S. Patent Office

Every Box of the
GENUINE PORTUONDO CIGARS
Carries this Trade Mark
and
Signature of Juan F. Portuondo

There are more IMITATIONS of this old established and JUSTLY FAMOUS brand of cigars than any other cigar in the world.

MANUFACTURED ONLY BY
The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

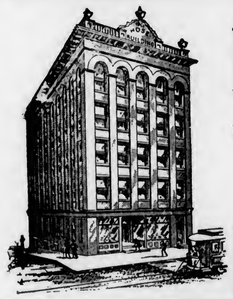
SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

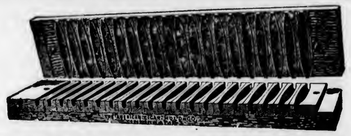
Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & Co.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS



Michael Hose A. F. Brillhart
Dallas Cigar Co
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna



SAVE AGENT'S COMMISSION

Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.

Send for our Catalogue of 1,500 Shapes

The American Cigar Mold Co., Cincinnati, O.

RESUMING BUSINESS AT YORK

Many Factories Starting Up After the Holidays. General Expectation of Lively Trade Soon.

York, Pa., Jan. 6.

The trade in general is expected to enliven after this week, and most of the factories will start in on full time today, and with a full force. A few factories which had no pressing orders have been closed since the Friday before Christmas, and the effects of the general curtailment of operations are shown by small sales of cigar stamps which amounted to $66,000 for the month of December. During December, 1906, the stamp sales amounted to over $98,000, or over 50 per cent. more than during December of this year.

A comparison of the receipts of the two years is as follows:

	1907.	1906.
January	$106,167.54	$105,419.01
February	101,756.64	99,366.87
March	103,220.65	102,902.94
April	101,497.14	86,380.98
May	101,589.90	99,250.98
June	94,564.80	101,308.80
July	103,972.41	101,718.95
August	100,665.77	107,621.49
September	99,980.42	102,145.71
October	116,346.42	119,898.30
November	96,119.65	114,474.46
December	66,000.00	97,380.93
Total	$1,192,181.00	$1,237,810.42

The following announcement, which was issued by Robert M. Granat & Co. on January 2d, came as a surprise to a good many members of the trade.

Robert M. Granat & Co.
York, Penn'a.
Sole Representatives:
Lichtenstein Florida Tobacco Co.
Quincy, Florida.
January 1, 1908.

Mr. Robert M. Granat, formerly of the firm of Gillen & Granat, respectfully begs to announce that on and after the above date he will engage in the packing and dealing of leaf tobacco, under the style and name of "Robert M. Granat & Company."

Special emphasis is herewith directed to the fact that an interest has been secured in three of the largest plantations in Florida and Georgia whose holdings cannot be excelled as regards to style of packing, quality and burn, thereby virtually opening a source for the purchase of Florida at prices that will appeal to the jobber and cigar manufacturer.

In addition to the extensive handling of Florida and Gerogia tobaccos, a full line of domestic leaf tobacco is offered at rock bottom figures.

The same courteous treatment will be extended to both old and new associations, as in the past. Any inquiries for prices or samples will be given prompt personal attention.

Soliciting your kind patronage, we are, Very respectfully,
Robert M. Granat & Co.

George A. Hain, since getting back into the retail cigar business at 45 W. Market street, has been doing considerable newspaper advertising and is building up a constantly increasing trade.

Dallastown has kept up another week of unusual merriment. Following the initiative of John W. Minnich & Son, a banquet was tendered by P. G. Shaw to all his cigar factory employes on New Year's eve.

The Merchants' Cigar Box Factory, as has been their custom for several years past, again tendered their annual banquet to all their employes at both the Dallastown and Yoe factories. The company is said to have had a very satisfactory year.

W. H. Raab & Sons, of Dallastown, resumed operations in their cigar factory last week, and were among the very first to do so. Other factories, it is expected, will resume today.

W. A. Lahr, an enterprising cigar manufacturer at Red Lion, was expecting to take possession of a new building for his business on the first of the year.

Wolf Bros., after a close down of some days, started up again last week, at their factory in Red Lion.

The Red Lion branch factory of Isaac Kohler, at Yoe, has also again started.

C. D. Myers, another Red Lion manufacturer, is remodeling his factory, to provide increased facilities.

The new factory building of H. F. Kohler, at Jacobus, is now being put into thorough readiness for an active season.

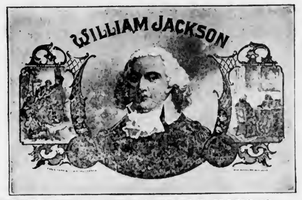
Gemmill & Gillen, tobacco dealers and cigar manufacturers at Red Lion, have moved into their new brick building along the railroad, and contemplate pushing their already extensive trade. The building vacated by them on Hyson alley has been secured by Streavig & Herrman, cigar manufacturers, and they will move into it at once.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

E. ROSENWALD & BRO.

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade
Seed and Havana
Cigars



CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge
Cigar Box Factory
CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

E. RENNINGER
Established 1889
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

LITHOGRAPHERS AND PRINTERS
312-316 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
NEW YORK
CIGAR LABELS AND BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

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Propose Anti-Cigarette Law for Michigan.

Lansing, Mich., Jan 1.

In the Constitutional Convention today a cigarette discussion that, in the beginning, gave the appearance of having been entered into jokingly, passed quickly into the serious stage and resulted in the adoption of a proposal prohibiting the manufacture and sale of cigarettes in Michigan.

The proposition was carried in committee of the whole and later was adopted, 56 to 17, in formal session. The opposition to the proposal will be renewed when it comes up on second reading.

Improvement in Canadian Leaf.

Montreal, Can., Dec. 30.

Surprising advances have taken place during the last few years in the quality and yield of tobacco in Canada. This is partly due to the fact that skilled experts in the growing and treatment of leaf tobacco have been at work instructing the farmer and supplying him with the best seeds to produce leaf of high quality and improved flavor.

Excellent results have been achieved in the counties of Essex and Kent in Ontario, and that province now holds the record for acreage yield of Burley tobacco, showing 1,250 pounds, as against 870 pounds of the nearest competitor, the State of Kentucky.

Moreover, in that district of Ontario, known as the "Garden of Canada," the largest yield of tobacco ever recorded has this year been obtained. It is on the farm of Mr. Seth Emmerson, of Mersea. From one of his fields, measuring two and a half acres, a crop was taken which totalled up to 6,143 pounds.

Leaf Tobacco Markets

BALDWINSVILLE, N. Y.

Local conditions remain unchanged. The growers have their tobacco down and are now stripping. No buyers are yet in the field.—Gazette.

EDGERTON, WIS.

The new year brings some encouragement of brighter things for the tobacco trade. The prospect that financial matters are returning to normal conditions gives hope that business will improve all along the line. Information reaches us that buying of the new crop has been started in the Vernon county district during the week, where the Bekkedal firm has closed contracts for a number of crops at from 7 to 10 cents for wrapper and binder grades for bundle delivery. This will appear quite a contrast from the prices of a year ago in that section, and indicates that the pooling idea has not extended to that locality.

In the cured leaf market the most important news comes from New York where the sale of 3,500 cases of Wisconsin tobacco is reported made to a large manufacturing firm, though the price named brings a cold shudder to packers, for it must be some points below the first cost of the lot. Local trade does not reach above small trans actions.

The week brought a little more casing weather and stripping is proceeding.

Shipments 200 cases.—Reporter.

CONNECTICUT VALLEY.

Another week has passed and there are no sales of tobacco to report, neither have I heard of a single buyer in this vicinity, or in the whole valley, stirring around after a few cases of tobacco; "just a little to try to determine my own opinion of the crop." A good deal of the crop is not number one, that is, according to those who have examined it in a thorough manner, and, if my own judgment is good for anything, although I have seen but little of the crop, as a whole, what I have seen has convinced me that a crop which at this time of the year needs more warm weather to cure off the fat and green leaves is not the very best of tobacco, and I cannot doubt fully the word of those buyers who have passed through this locality, when they call it a poor crop, taken as a whole.

Our correspondents write:

Amherst: "I report the death of a veteran tobacco grower, who has been raising tobacco here for twenty eight years, Patrick Whalen, who died last week of heart trouble. John C. Decker and Walter W. Sanderson opened their tobacco assorting shops Thursday at South Deerfield, but are not employing their full capacity of help as yet."

North Hatfield, Mass.: "No sales of tobacco in this vicinity lately and I do not know of a man who expects to sell at present, but all are hopeful of a stir in the market in the early months of the new year, and many are talking of a little lower prices being paid for the crop, as a whole, although some cling to the idea that good tobacco should bring as good prices this year as were received for last year's crop."—American Cultivator.

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PLANNING DESTRUCTION OF THE TOBACCO WORM.

Government Expert Gives the Results of His Investigation in the "Black Patch." Advice to the Growers. Facts and Figures.

Hopkinsville, Ky., Dec. 27.

The report of A. C. Morgan, the Government expert, who spent all of the summer and several weeks in the fall in the dark tobacco district, experimenting with insects which preyed upon tobacco, with a view of finding some method by which they might be exterminated and their ravages overcome, has been made public by the Department of Agriculture and it contains much of interest to the tobacco growers of Kentucky and Tennessee. Mr. Morgan made his headquarters at Clarksville but he visited nearly every county in the dark belt and various experiments were conducted under his direction.

Mr. Morgan begins his report by reference to the practice of canvassing of the tobacco beds for the double purpose of affording protection to the plants and also of making it so hot that the insects would be driven out. During the last spring though he says the weather conditions were so cool that instead of driving the beetles out the canvas afforded them a warm place in which to live and they subsisted on the plants, he estimating that fully 25 per cent. of the shortage in the acreage being due to this one cause. He says though that the plants could have been saved even under these circumstances had the farmers used an arsenite spray.

CUT WORMS.

He refers to cut worms and other insects with unpronounceable technical names as being somewhat responsible for the damage to tobacco, but says that the loss thus occasioned is overshadowed by the great pest, the tobacco worm. Mr. Morgan classes these under two heads, the Northern tobacco worm, Phlegethontius quinquemaculta, and the Southern tobacco worm, Phlegethontius sexta. He cites the year 1896 as the worst example known of the terrible destruction which can be wrought by these worms. The expert states that in that year whole fields were devastated, the plants being stripped of every part of the leaf except the mid-rib, and that one farmer did not cure a plant out of a planting of seventy acres. The year following this was a very light worm year and Mr. Morgan says this was due to the large amount of fall plowing which was done.

According to Mr. Morgan the crop of 1906 was damaged from 10 to 20 per cent. according to locality, the loss estimated to be $1,000,000. The 1907 crop is estimated to be injured 10 per cent. or $800,000, and it would have been much greater had the use of Paris green been more general. Even at this Mr. Morgan says he does not believe that more than 60 per cent. of the farmers use Paris green. He tested the relative merits of using Paris green and of hand picking as a means of getting rid of the worms and found that an acre of tobacco was kept cleared of the worms at a rate of about $1 by using the poison, while it cost $12 per acre to keep the worms out by hand picking. When the tobacco was cut no difference could be told in the weight, texture or length of the leaves or the evidences of damage by worms. He urges the farmers to return to the practice of poisoning the blooms of "jimson weeds" with cobalt.

USE OF POISONS.

In reference to the use of poisons Mr. Morgan says: "Arsenites were experimented with at the time of the maximum infestation by phlegethontius. The best results were obtained by applying Paris green as a dust with air-slaked lime as a carrier, to the under sides of the leaves. Seven washing rains fell during the fortnight following the application, yet at the end of that time there were no worms upon the treated plot. The check plot was nearly eaten up, while the remainder of the field, which was dusted with Paris green upon the upper side of the leaves by the grower in accordance with the method then commonly in vogue where poison is applied, showed a very considerable infestation by phlegethontius. A wide series of co-operative experiments with arsenites should be made next year."

(Concluded next week.)

LAWS AGAINST TOBACCO

Early Legislation to Restrict the Use of the Weed.

One of the curiosities of early Colonial legislation is the laws enacted against the planting and the use of tobacco. Evidently the magistrates and elders of these days regarded that "creature called tobacko" as one of the many emissaries of the devil, against whom it was their duty to wage constant warfare. The planting of it was forbidden except in small quantities to be used "for meere necessitie, for phisick, for perservaceon of the health, and that the same may be taken privately by ancient men."

All keepers of hotels and other public places were ordered not to "suffer any tobacco to be taken into their houses." If they disobeyed the order, they were required to pay a fine to the "victualler" and one also to "party that takes it." A little later

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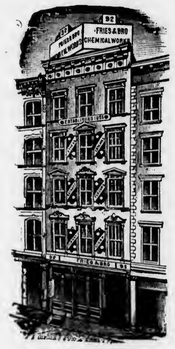

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Drummond Natural Leaf Plug
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Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

the law was changed so that it was forbidden to "take tobacco in any wine or common victual house except in a private room there, so as the master of said house nor any guest there shall take offense thereat, which, if they do, the said person shall forbear upon pain of 2 shillings sixpence for every such offense."

No one was permitted to use tobacco "publicquely," not even in his own house, in the presence of strangers. It was against the law for two men to smoke together. In Windsor every user of tobacco was required to procure a physician's certificate before he was permitted to enjoy the obnoxious weed. All smoking was forbidden within two miles of a meeting house on the Sabbath day. Connecticut, as a great indulgence to travelers, allowed a man to smoke once during a journey of ten miles made not by trains, but afoot or by horse locomotion.—New York Press.

Consular Reports on Tobacco.

GERMANY.

Culture of and Import Dues on Tobacco in Alsace-Lorraine.

An official German report having just appeared relative to the tobacco industry in Alsace-Lorraine for 1906 and to the receipts on imports for the fiscal year ended June 30, 1907, Consul William J. Pike, of Kehl, has compiled the following review therefrom:

The number of tobacco planters in 431 districts under cultivation reached the total of 8,044 in 1906, as against 8,154 in 439 districts in the preceding year. In 1906, 4,023 planters had their tobacco taxed by weight, while the others were taxed by the surface measurement of their plantations; 3,251 acres were under tobacco cultivation in 1906, against 3,173 acres in 1905.

The increase of the tobacco culture in Alsace-Lorraine has resulted from the good prices for tobacco in the previous year; in 1905 the average price per 220 pounds was $12.47, and in 1904 but $10.25. The members of the Alsace-Lorraine Tobacco Union procure their seeds, together with a special fertilizer called "Martellin," from the Imperial Tobacco Manufactory of Strassburg, and the latter purchases the greater part of the tobacco grown from its seeds and pays up to $4.76 per 220 pounds more for the tobacco grown according to its instructions than for other tobacco. In the year 1906 8,214,793 pounds of tobacco in ripe and dry condition was grown, against 8,060,666 pounds in 1905. In general the tobacco was of such good quality that the prices paid were higher than had been reached since 1879, the average price per 220 pounds being $13.40.

For the tobacco harvested in the districts of Hagenau and Schlettstadt the following prices were paid for 220 pounds:

First quality.

District.	1906	1905
Hagenau	$10.71-$19 99	$9.99-$15.23
Schlettstadt	14 28- 16.18	12.85- 13.32

Second quality.

	1906	1905
Hagenau	$13.09-$16.66	$11.42-$14.76
Schlettstadt	12.13- 14.28	11.42- 11.90

The third quality in Schlettstadt brought $6.18 in 1906 against $2.85 the previous year. The quantity of tobacco grown in the Saarburg distric amounted to 15,124 pounds, 9,374 of which was sold to the Imperial Tobacco Manufactory at the rate of $19.04 and $11.42 per 220 pounds for the first and second qualities. The prices in the preceding year were $16.66 and $15.71. The Imperial Tobacco Manufactory bought 2,653,796 pounds from the different districts, Hagenau furnishing 317,346, Saarburg 9,374, Schlettstadt 2,065,558, and Strassburg 261,518.

During the fiscal year ended June 30, 1907, the amount paid in taxes on foreign raw tobacco and the manufacture of tobacco amounted to $105,786, as against $413,465 in 1906.

INDIA.

Two Companies are Greatly Extending their Works.

Consul-General William H. Michael, of Calcutta, contributes the following notes on the developing tobacco industry in India:

The Peninsular Tobacco Company, with factories at Karachi, has, it is officially reported, also decided to erect factories at Monghyr, where the land necessary for the purpose has already been acquired, and the company's agents have begun to collect tobacco leaf from far and wide. The new indsutry will, it is anticipated, increase the importance of Monghyr as a manufacturing and trading center. There will be a considerable addition to the demand for labor and cultivators will get better prices for their crops and be stimulated to improve its quality, as the company only seeks the better forms of the leaf.

The British-American Tobacco Company, doing business in India, has acquired a fine property about 200 miles north of Calcutta and is rapidly enlarging its cigar and cigarette business.

NORWAY.

Importers Buy Principally Through Bremen.

Consul F. S. S. Johnson, of Bergen, reports that sales of American tobacco in Norway are made from commission houses at Bremen, and knows of no wholesale dealers in Norway. He has tried to get Norwegian manufacturers to purchase direct from American firms, but thus far without avail. The large cigar factory at Christiania is the only concern which imports direct from America.

Direct Importation of American Tobacco.

Reporting later (November 18), Consul Johnson says that the first direct importations of American tobacco have been made at Bergen. One shipment from Baltimore consisted of 586 casks of tobacco. The weight of this lot was about 351,000 kilos (kilo equals 2 1-5 pounds) and the customs duties 800,000 kroner (krone, 26.8 cents). Another cargo consisted of 792 hogsheads of tobacco from Norfolk, Va., the customs duties on which amount to 1,125,000 kroner.

—So easy to give good advice; and so hard to shell out a dollar to the poor devil in hard luck.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
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Manufacturer of
Fine and Common Cigars
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NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.
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Two Cracker Jacks (2 for 5 cents)
Oak Mountain Bouquet—Boston Beauties
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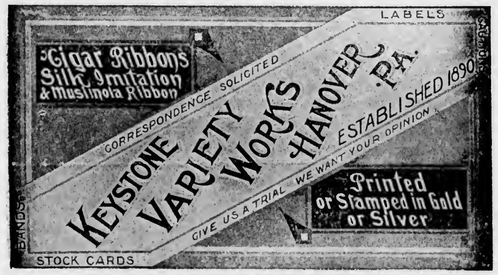

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Acme Extract and Chemical Works,
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IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

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ARE THE CIGARS of the following Registered Brands

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"KATHLEEN O'NEIL" . . . . 5c.
"VUELTA SPRIGS" The Mellow Cigar . 5c.

These Brands Sell on Merit and Constantly Repeat. Try them and Judge for Yourself Why This Factory Never Shuts Down . .

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NEW HOLLAND PA.

For Sale by All Dealers

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MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

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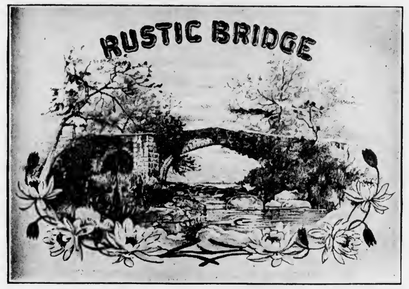
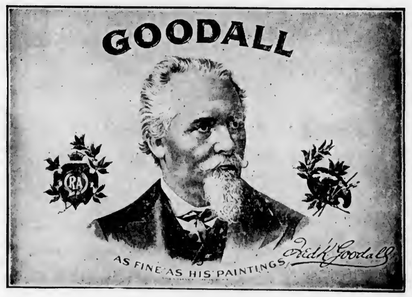
THE TOBACCO WORLD

W. A. LAHR



Wholesale Cigar Manufacturer



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Established in 1881. Vol. XXVIII., No. 3. | PHILADELPHIA and NEW YORK, JANUARY 15, 1908. | One Dollar per Annum. Payable in Advance.

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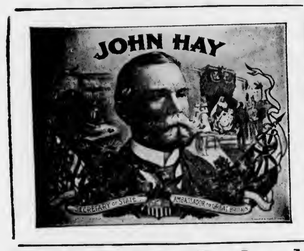

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615 Market St., Philada.
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White Knight
5-cent Cigar
Made by
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PHILADELPHIA, PA.

Factory 1839. First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

Parmenter Wax-Lined
Coupon Cigar Pockets
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MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE
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THE TOBACCO WORLD

Vol. XXVIII., No. 3 PHILADELPHIA, JANUARY 15, 1908 One Dollar the Year

CIGAR TRUST BEHIND SLOT MACHINE RAID.

Not a Reform Wave, But Tobacco Fight for Trust Supremacy.

Chicago, Ill., Jan. 10.

A local paper last Sunday came out with a statement that recent raids on slot machines were at the initiative of the Cigar Store Trust, and said:

Speculation as to the identity of the interests behind the arrest and prosecution of sixty-one down-town saloon keepers and cigar dealers for operating "penny-in-the-slot" gaming devices yesterday ended when it was shown that the United Cigar Stores Company is the actual prosecutor.

It was learned that Lloyd C. Whitman, the lawyer who secured the warrants, and the six private detectives who developed the evidence, were hired by the retail cigar trust to rid the city of the miniature gambling machines.

Business rivalry is said hy those who claim to have definite knowledge of the affair to be behind the move. The independent stores, it was stated, were winning a large amount of business from the trust stores through the use of the gambling machines, which usually won about as much as they lost for the dealers, but brought increased sales.

The cases were continued until Jan. 30, yesterday, at Harrison street police station, when Whitman failed to appear. Only consideration for the assistant state's attorney assigned to his court, who recommended the warrants, stayed Judge Newcomer from wiping the prosecutions off the docket.

At Whitman's office yesterday afternoon it was said that he had gone to Detroit on business. Attorneys Edward Morris, Jacob Ring, Julius R. Klein and John K. Prindiville represented the defendants, all of whom appeared, forming at a single session a gathering of almost every well-known cigar dealer in the loop district.

It developed early in the movement that the prosecution was actuated by no "crank" or individual reformer.

An investigation revealed that the retail tobacco trust is the real client of Whitman and that the campaign was executed at an expense of more than $1,500.

The trust stores several weeks ago installed the catchpenny things in some of their own stores, but removed them about a week before the warrants were asked. At the time the warrants were issued, almost every down-town cigar store and saloon had at least one of the boxes with revolving rolls on which cards spun about to make poker hands.

—J. W. Wray, a pioneer tobacconist of St. Louis, died last week at the age of 74 years. After the war Mr. Wray went into the tobacco business with George Myers, later of the Liggett & Myers Tobacco Company. He later joined forces with the Drummond Tobacco Company and was with them until his retirement, a few years ago.

FLORIDA INVITES KENTUCKY TOBACCO GROWERS.

Not the "Night Riders," but Experienced Tobacco Men. Inducements to be Offered.

Pensacola, Fla., Jan. 10.

F. F. Sapp, Secretary of the Gulf Coast Development Association, expects to leave tonight for the tobacco district of the Middle Northern States on a missionary tour, having as its object the inducement of tobacco growers of these States to embark in the cultivation of the tobacco soils contiguous to Pensacola.

The trip is the outcome of the formation of a "Tobacco Syndicate" formed last summer for the purpose of giving the advantages of this section publicity, especially as regards tobacco raising and agriculture.

While in Chicago Mr. Sapp has appointments to meet the officers and directors of an organization which claims to have a large number of its own people which it expects to settle in the South. Efforts will be made to locate these people in territory near Pensacola, in West Florida, and Baldwin county, Alabama. Negotiations favorable to this end have already been started, which, if successful, will mean the location in the near future of several hundred families, to be engaged largely in agricultural pursuits.

While the present upset conditions continue to exist in the tobacco districts of Kentucky and Tennessee it seems opportune to call attention of these tobacco growers, hundreds of whom will not make planting there the coming season, to the advantages of West Florida in the cultivation of Sumatra and Cuban tobacco.

Mr. Sapp says numerous inquiries have already been received from parties looking for an opening to engage in tobacco culture in West Florida, these coming from various sections of the country, while private advices from Kentucky and Tennessee, as well as the Miami Valley districts of Ohio, indicate conditions peculiarly favorable at this time for "missionary work."

One large buyer in Chicago says he will take at the best market price all the tobacco he can get, if the output is equal in quality to samples from this territory submitted to him. One of these samples was from Hungarian seed, and if this buyer's judgment is right a valuable variety outside of Sumatra and Cuban tobaccos is available for culture in this section.

—E. Shutan & Co., Chicago, with a capital of $10,000 to deal in tobacco, has been incorporated by E. Shutan, S. Shutan and W. Shea.

—The Rialto Cigar Company filed articles of incorporation with the county clerk at Salt Lake City, Utah. The capital stock is $2,500, with shares at $1 each. The officers are: Freeman Bassett, President; D. R. Daynes, Vice President; Robert N. Wilson, Secretary and Treasurer.

PROSPERITY IN MICHIGAN.

Encouraging Reports of Growth in Cigar Making Industry from Different Sections of the State.

Detroit, Mich., Jan. 10.

Evidence of rapid growth of the San Telmo Cigar Co. is seen in a three-story and basement brick addition, 80 by 116 feet, being constructed at its plant on East Forest avenue near St. Aubin. The concern moved out of rented quarters on Michigan avenue less than three years ago and the directors believed that the new model plant, three stories and basement and 118 by 116 feet, would suffice for the growth of five years or more. So far have developments been beyond their expectations that the new addition is being rushed to completion in winter time. When it is finished, it will permit of the employment of 1,500 persons and a weekly output of 1,300,000 cigars, the largest showing of any independent factory in Michigan.

At present the plant has 790 employes, and the output is in proportion. The business has doubled every year in nine years' operation.

Oscar Rosenberger, President and Manager of the San Telmo Company, places about four-fifths of its business. He now is home from a trip across the continent.

That the twelve cigar factories of Flint have enjoyed a prosperous year and that another is in store for them, is the report and prediction of Deputy U. S. Collector of Internal Revenue Earl F. Johnson, who finished his inspection of the factories and the taking of the annual inventory of the stock, the stamps, the material on hand and the amounts that have been disposed of during the year at each of the cigar factories.

"One factory alone sent out 5,000,000 cigars last year and the total output of all the local factories of this class was close to forty or fifty million cigars," said Mr. Johnson. "I have not figured it up exactly, but that estimate is approximately correct. The factories purchase about $40,000 worth of stamps a year from the Government.

All cigar factories in Kalamazoo are running full force and over 200 union cigarmakers are employed—as large a number as have ever been working in the city.

The Worden Cigar Company called in half of its force putting 35 people at work. About 35 more will be given employment in a week.

At the Lillie factory the strippers and others were put to work on January 2, to prepare for the 150 cigarmakers who will return to work the following Monday after a layoff of about one month.

The Lillie and Worden are the largest factories in the city, but there are a number of smaller ones which have been running almost full time during the holiday season and they will continue.

KENTUCKY'S TOBACCO WAR.

Gov. Willson's Message Points Out Harm to the State. Tobacco Men Ask Protection.

Frankfort, Ky., Jan. 8.

The first message of Governor A. E. Willson to the General Assembly, read today contains a vigorous denunciation of the tobacco war and recommendations for ending the trouble. After recounting the various acts of violence and intimidation by "night riders" the Governor sums up as follows:

"Our tobacco market is nearly destroyed and every one can see that our markets not only for tobacco, but for other products, are paralyzed and in many cases ruined; that in large districts the law has been wholly overthrown and the poor people deprived of the protection of the law, are helpless; that the price of nearly every acre of good land in Kentucky has gone down; that thousands of people wish to move out of Kentucky to States where they hope that it is safer to live; that it has been necessary in order to allay the fears of frightened people, even in a large city like Hopkinsville, to keep a company of military on duty, at great expense; that lawless and unprincipled men have been constantly ready to break out in several counties."

Asserting with emphasis that he will uphold the law as it is, the Governor recommends amending the statutes governing change of venue, so that the granting of such change becomes imperative upon any Judge where lawlessness or intimidation hinder prompt and fair trials.

He further recommends immediate appointment of a commission to investigate the economic causes leading to the tobacco troubles.

TOBACCO MEN ASK FOR TROOPS.

Lexington, Ky., Jan. 8.

Alarmed by the "night riders" raids in Bath and Fleming counties, owners of tobacco warehouses met here with city and county authorities today and selected a committee which this afternoon went to Frankfort to ask that soldiers and a Gatling gun be stationed in the tobacco district.

It is believed that the local company will be called out. Nearly every insurance company doing business in this field has ordered the cancellation of policies on tobacco warehouses here, including two big houses of the American Tobacco Company.

Marley Joins Reynolds Forces.

Taylor, Tex., Jan. 10.

F. M. Marley, who for the past several years has been manager for Captain Peter Schramm's wholesale tobacco business, has resigned his position, effective January 1. Mr. Marley's resignation was made in order to accept a position as traveling salesman for the R. J. Reynolds Tobacco Company. He left Wednesday for Houston to take his new position. The Bayou City will be his headquarters for the present, though he hopes later to get the Austin territory and make that city his home.

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E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

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Tobacco

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LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana** and Packers of **Leaf Tobacco**

306 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF **TOBACCO**

Importers of HAVANA and SUMATRA

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Importers & Packers of

HAVANA AND SEED LEAF TOBACCO SUMATRA

147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH

IMPORTER OF HAVANA AND SUMATRA

DEALER IN LEAF TOBACCO

REGISTERED 1642-44 N. ELEVENTH. ST. PHILADELPHIA

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

REPUBLICA DE CUBA · REPUBLICA DE CUBA · OFTC · REPUBLICA DE CUBA · REPUBLICA DE CUBA

CUBA — LA UNION DE FABRICANTES DE TABACOS Y CIGARROS DE LA ISLA DE CUBA — Autorizada por el Gobierno de la Republica — GARANTIZA que los tabacos cigarros y paqueles de picadura que lleven esta precinta son fabricados por — HABANA — CRISTOBAL COLON — REPUBLICA DE CUBA — PRESIDENCIA

REPUBLICA DE CUBA · LA PROPIEDAD ARTISTICA E INDUSTRIAL ESTA REGISTRADA EN TODOS LOS PAISES · REPUBLICA DE CUBA

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut, is a fac-simile, in its actual size, of the Precinta or warranty stamp which is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these stamps, were made in Cuba by the Independent Manufacturers.

Thus a copy of that warranty stamp attached to any box of Cigars and Cigarettes or to any packages of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Habana, Cuba, with the genuine Tobacco Leaf grown in the famous Vuelta Abajo

DON'T FORGET THIS, RETAILERS, IMPORTERS AND DISTRIBUTORS.

COLORS OF THE PRECINTA: Black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

TAMPA INDUSTRY IMPROVING.

Meeting of Manufacturers. Celestino Vega's Visit. Box Factory Increasing Forces.

Tampa, Fla., Jan. 11.

The Clear Havana Cigar Manufacturers' Association held a general meeting recently and nearly every firm which is a member of the association was represented.

The special business for consideration was the differences which have been pending for some time past between the manufacturers and the selectors. The situation had become very unsatisfactory to the manufacturers, and they resolved to take action which would bring about a better state of affairs.

A resolution was adopted reciting that, whereas, the manufacturers some time ago met the selectors more than half way in their efforts to establish permanently peaceable relations, and after waiting on them a long period they had not received any response, hereafter the selectors will only be paid for the time actually worked. It was also resolved that any manufacturer who violates this resolution will be suspended from membership in the association for three months.

The matter was very thoroughly discussed and the action on the matter was practically unanimous.

Celestino Vega, head of the firm of Celestino Vega & Co., which began business in its handsome new factory in Drew's subdivision of Northwest Tampa about five months ago, in conversation with the writer several days ago, stated that while last year was an unfortunate one for the manufacturers of clear Havana cigars, he is still very well satisfied with the present conditions and the prospects for the future.

"I am thoroughly convinced that Tampa is the place of all places for the manufacture of clear Havana cigars," said Mr. Vega. "We have advantages here which are not afforded by any other location, and I am very glad that I moved my factory to Tampa.

"The possibilities of the expansion of the clear Havana cigar business in Tampa are limited only by the supply of tobacco from Cuba. The markets of this country would take an immensely increased quantity of our cigars, if we could furnish them."

Mr. Vega reports that he has a very good file of orders with which to begin the new year.

The Tampa Box Company's factory has been running with somewhat reduced force for some time past, but orders have been piling in at such a rate this week that an immediate increase will be necessary.

"The box factory is a very reliable indicator of conditions in the cigar industry," said Manager Wilson. "Nearly all of the orders placed with us within the past few days were rush orders, and that shows very clearly a sharp improvement in the cigar business.

"Prospects for the future appear to me to be entirely satisfactory."

Several cigar manufacturers who have been questioned within the present week have expressed the opinion that next year will be a very prosperous one for them, and already there are signs which indisputably indicate that this estimate is correct.

American Quits Frankfort, Ky.

Frankfort, Ky., Jan. 10.

Tthe American Tobacco Company has given instructions to the representatives here to rent out their warehouse, or rehandling house, at Frankfort, and cease business until further notification.

This is construed to mean that if the company buys the pooled tobacco of the Burley Association at Winchester, the inspection of which was to begin last week, it will need no more Burley tobacco at this time, and all the buyers in the Burley district will be withdrawn for a time at least. On the other hand, it is contended that it may mean that the American Tobacco Company has decided to buy no more tobacco at all, not even the pooled tobacco.

HUNTER—A Nickel Cigar

Has won many races for dealers. Try it.

WHITE ROLLS CIGARETTES. THE WARE-KRAMER TOBACCO CO. NORFOLK, VA. PUSH THIS END

AWARDED GOLD MEDAL at Jamestown Exposition.

White Rolls Cigarettes

ARTHUR HAGEN & CO., General Agents,

151 North Third Street, Philadelphia.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

American Protectorate

A Choice **5c.** Cigar

Handsomely Packed and put up in Several Popular Shapes and Sizes

Manufactured by

Himmelberger & Noll, ROBESONIA, PA.

AMERICAN PROTECTORATE

GEO. W. BREMER, Jr. WALTER T. BREMER

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LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of C HAVANA, 123 North Third Street PHILADELPHIA

The Havana Leaf Market in 1907.

Report of Stocks on Hand, Receipts and Sales of Leaf Tobacco in Havana for the Twelve Months Ended December 31, 1907. Statistics and Estimates Carefully Collected for The Tobacco World. First Business Week of 1908 Opened Very Quietly.

Special Correspondence of The Tobacco World.)

Havana, Cuba, January 6, 1908.

The market during the opening week of the new year has not shown any activity to speak of, as the transactions have been small, not reaching 1,000 bales. This abnormal state is due to the tightness of money, and until the national banks in the United States have recovered entirely from the low ebb of their reserves, and are prepared to give their mercantile customers the necessary legitimate credit to which they are entitled, no lasting improvement can take place in our market. The buyers who have visited us lately have shown some anxiety to post themselves about the class of goods to be found here and to know the rock bottom prices, but they have operated only very sparingly, just enough to have a few goods on hand to show their customers in the North. The majority, however, have openly stated that they will be back here in a month or six weeks, as by that time the financial situation ought to be normal again.

The following statistics of our leaf market for the year 1907 are presented to the readers of The Tobacco World to show figures which, while partly estimated, ought to be approximately correct:

	Bales	
Jan. 1, 1907. Stocks of all kinds of leaf in first hands at Havana	25,000	
Dec. 31, 1907. Receipts from the country at Havana during the 12 months by railroads, steamers or sailing vessels	402,316	
Received during the same period by carts, electric railway, including bundled tobacco (estimated)	20,000	
Total	447,316	
Sales reported from Jan. 1 to Dec. 31, 1907	107,738	
Number of bales purchased direct in the country by manufacturers of Havana and a few from the United States (estimated)	150,000	
Sales which were perhaps omitted in reporting (estimated)	19,578	277,316
Balance of stocks on hand of all kinds of leaf at Havana, Jan 1, 1908		170,000

Estimated Tobacco Crop of the Island of Cuba in 1907.

	Bales
Receipts from the country by railroads, steamers and sailing vessels at Havana from Jan. 1, to Dec. 31, 1907	402,316
Receipts by carts and electric railways during the same period	20,000
Estimated stocks in the hands of farmers of Vuelta Abajo and Partido	10,000
Estimated stocks in the hands of farmers or dealers of the eastern end of the island, and including shipments made direct from ports like Santiago de Cuba, Manzanillo, Cienfuegos, Gibara and Caibarien, as well as consumption by the small local manufacturers	19,678
	451,994
Less received in 1907 up to April 5, of the 1906 crop	9,994
Total crop of the island of Cuba in 1907	442,000

Comparisons.

Crop in 1905	483,000	bales
Crop in 1906	294,000	"
Crop in 1907	442,000	"

Divisions in Round Numbers.

	1905	1906	1907
		Bales	
Vuelta Abajo	265,000	138,000	235,000
Semi Vuelta	25,000	13,000	25,000
Partido	58,000	42,000	55,000
Remedios	120,000	92,000	110,000
Mayari, Yara, Gibara, Manicaragua from Cienfuegos	15,000	9,000	17,000
Total	483,000	294,000	442,000

These figures speak for themselves

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 96

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

SOL HABANA

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

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Monte 114

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Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO — HABANA, CUBA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTAÑEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

8

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER — *Habana, Cuba*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" — Correspondence Solicited in English

---

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM — *Habana*

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" **HABANA, CUBA**

Rz BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista — **Neptuno 170--174** — Special Partner—Gumersindo Garcia Cuervo

and require no further comment, except that if the strike here, and the crisis in the United States, had not greatly curtailed the consumption of Havana tobacco they would have been entirely different as regards stocks on hand and sales during the year.

Sales

during the week figure up to 897 bales, consisting of 372 bales of Vuelta Abajo, 125 of Partido and 400 of Remedios. Buyers from the United States purchased 475 bales; European exporters 250, and local manufacturers 172.,

Buyers Come and Go.

Arrivals:—Louis and Aleck Goldschmidt, of L. Goldschmidt & Co., New York; J. A. Lozano, of F. Lozano & Son, Tampa; G. W. Nichols and A. Artolozaga, Key West and New York.

Returned:—Joe Mendelsohn, of M. Suarez & Co., Jose Rodriguez (Pepin) and Donato Arguelles, of the Romeo y Julieta cigar factory, Havana; Manuel Martinez (Bolero), from Spain.

Departures:—Bernhard Lichtenstein, I. Dankowitz, S. Puppin and Mark Pollack, for New York.

Havana Cigar Manufacturers

are working leisurely, as orders on hand are not too plentiful with most of them, particularly from the United States.

Great Britain and Germany continue to be the chief markets for our manufacturers.

H. Upmann & Co. shipped 700,000 cigars during the past week and are still very busy.

Sol is active, and Behrens & Co. started in the new year with fresh impetus to fill the numerous orders from Europe.

Eden, of Calixto Lopez & Co., is in receipt of a good amount of orders from the United States, England and Germany, and has all the business the factory can attend to for the present.

Buying, Selling and Other Notes of Interest.

Sobrs. de A. Gonzalez opened the new year by making a sale of over 100 bales, and are ready to meet the coming buyers in a liberal and fair spirit, as they are thorough merchants and understand fully that not every crop of tobacco is a profitable one for the packer or dealer. They are holding some very choice vegas, the best which the year 1907 has produced.

A. M. Calzada & Co. closed out 100 bales of Remedios and are still holders of a large quantity of choice packings which they will be glad to show to the coming buyers. Don Antonio M. Calzada, who has lived for some time in the States, is thoroughly familiar with the demands of the American trade, and can always be found at Monte 156.

S. Ruppin, who arrived last week, left again by way of Tampa on the 4th inst., after having made some purchases of fine leaf.

Perez & Obeso.—Don Pablo Perez, who is looking after the interests of his house in the Vuelta Abajo, has been sending in good news to his firm, of their packings and holdings there, and Don Candido Obeso, who in the meantime has been looking after the affairs of the house here, opened the new year with a sale of several vegas, as he thoroughly understands that it is advisable, under present circumstances, to dispose of tobacco at the best conditions obtainable.

I. Dankowitz left by the Saratoga, after having gone over our market very thoroughly. He left well satisfied with his purchases.

Cardenas & Co. were sellers of 100 bales of Remedios for export. This house is rapidly forging ahead in the tobacco trade.

Bernhard Lichtenstein, who left also by the Saratoga on the 4th inst., invested but moderately, but expects to return later. He took along enough samples of his stocks on hand to show to his Northern customers.

Gonzalez & Miguel were sellers of 1st and 2nd capaduras Remedios at ruling prices. This house also is holding some of the most desirable tobacco of the Remedios, Montezuelo and Sancti Spiritus sections.

RECEIPTS FROM THE COUNTRY.

	Week ending Dec. 31 Bales	Since Jan. 1 Bales
Vuelta Abajo	464	230,739
Semi Vuelta	232	21,885
Partido	22	40,188
Matanzas	7	904
Remedios & S. Clara	1,148	94,959
Santiago de Cuba	115	13,641
Total	1,988	402,316

Louisville Will Soon Boom.

Louisville, Ky., Jan. 10.

Supt. P. F. McCarthy, of the Hummel & Vogt branch of the American Cigar Company, Jackson and Jacob streets, announced today that the factory, which has been closed down during the holidays, had reopened with a full force of employes.

The plant had been closed in order that some changes might be made which will facilitate its work. It is one of the largest establishments in Louisville, and its payroll adds much to the prosperity of the city. The managers say that the business outlook is so bright and they have so many orders on hand that they will keep the plant running at its full capacity for an indefinite period.

Augusta Will Have Cigarettes.

Augusta, Ga., Jan. 10.

Over ninety firms and corporations had registered up till noon of the second business day of the month, and the remarkable showing in this registration is the large number that will sell cigarettes.

There were twenty-nine that registered for that purpose so far, which is considered unusual in view of the going out of whiskey, as all the whiskey sellers took out this license last year.

Of this nearly a hundred registrations, the most were from corporations, and these same will have to also register with the Secretary of State under enactment passed two or three years ago.

RUTHERFORD CLEAR HAVANA CIGARS Are Popular Because They Please the Consumer.

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" — **HABANA, CUBA**

JOS. MENDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO and Commission Merchants

New York Office: 196 WATER STREET — Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market
Correspondence solicited in English

Monte 156, P. O. Box 595 — HABANA, CUBA Cable: "Calda"

EDEN CIGAR FACTORY

of BANCES & LOPEZ HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

ERNEST ELLINGER & CO. Nos. 87-89 Pine Street Office, New York
Importers of HAVANA TOBACCO

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
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HAVANA, CUBA.
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JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
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Telephone: 346 John 150 Water St., NEW YORK

Starr Brothers
IMPORTERS and PACKERS of LEAF TOBACCO
131 Water Street
Established 1888 NEW YORK Telephone: 4027 John

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE: 183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World

New York, January 14.

New York Leaf Market.

The leaf tobacco market is not yet active by any means, although salesmen now on the road are sending orders for odd lots needed for immediate use. Inquiries are growing somewhat, and a general opinion prevails that, although it may yet require some time, factories will resume with greater activity and their needs will become sufficiently urgent to enliven the leaf trade.

• • •

Cigar Manufacturers.

The cigar industry has not resumed in the way which everyone would like to have seen it, yet a great many are working along with moderate forces. Salesmen are just beginning to go out in force, and since the manufacturers generally are very confident that there is going to be at least a little moderation in the price of leaf tobacco, they are looking more hopefully at the situation. One thing is certain, and that is that few if any will adopt a policy of general retrenchment, for not only will they not decrease their usual force of salesmen but everyone will start out in a spirit of earnestness and endeavor to more than cover their last year's deficit in an expected increase of output.

• • •

Last Week's Hearing.

The hearing of witnesses in the Goverment's suit against the American Tobacco Co. was continued last week and fairly good progress was made. Yet it is expected that the session will last until the latter part of January, when it will be necessary for the Government's prosecutor to transfer the hearing to the South and Middle West.

Among the first witness called to testify was John Conley, Jr., Treasurer of the Conley Foil Company. The witness said that his company paid dividends of 29 per cent. in 1904, 26 per cent. in 1905, 15 per cent. in 1906 and 15 per cent. in 1907. The capital stock of the company, he said, was $825,000 in 1907 and the surplus for the same period was $275,000.

When the witness was asked why his company's connection with the Johnson Tin Foil Company was kept a secret he explained that owing to a strike in their own factory it was feared a sympathetic strike would break out there if the connection was known. Mr. Conley was then questioned concerning the indictment and conviction of James Flood, foreman of the Conley Foil Company, for attempting to get information concerning the Myers Swartz factory at Kingston, N. Y. Mr. Conley admitted that he employed Flood to find out the whereabouts of a former employe of the Conley company named Hanson, who, he said, knew several of the manufacturing secrets of the company. As soon as it was learned that Hanson was employed by the Swartz company, the whole matter was dropped.

Karl Jungbluth, President of the MacAndrews & Forbes Company, a subsidiary concern of the American Tobacco Company, and the principal licorice paste manufacturer of the country, said the stock of his company was $3,785,000, with a surplus of $818,880.

Questioned concerning the dividends of 1906, Mr. Jungbluth said it had paid the guaranteed dividend of 6 per cent. on its preferred stock and 15 per cent. on its common stock. The dividend of 1907 had not been declared, but witness thought it would be about the same, with probably a $200,000 increase of its surplus.

Attorney McReynolds then began the examination of independent tobacco dealers. The first witness called was David H. Schulte, who has a chain of stores in New York.

Mr. Schulte testified that, while his own business has prospered since the United Cigar Stores Company entered the field, his profit had decreased from 28 to 30 per cent. to less than 15 per cent. He said that he believed the policy of the United Cigar Stores Company is to get control of the retail business in this city and exclude small dealers, many of whom, he said, have been forced out of business. He testified that the number of tobacco jobbers has materially decreased since the formation of the Metropolitan Tobacco Company, a subsidiary corporation of the American Tobacco Company.

A. H. Hillman, who is one of New York's best known independent jobbers, testified that the number of tobacco jobbers in New York city had decreased from 175 to scarcely 20 since the advent of the Metropolitan Tobacco Company, a jobbing subsidiary of the defendant company assigned to this territory.

Vice President W. R. Harris, of the American Tobacco Co., was recalled during the week for further questioning concerning the operations of the British-American Tobacco Co.

The latter company owns, according to the witness, the majority of the stock of tobacco companies in many foreign countries, most of which sell cigarettes principally. He denied that the British-American Company controlled the tobacco trade of China, and said that he wished it did.

Among the company's competitors in China he mentioned the Japanese Government. He testified that in China, as in a majority of the countries of Europe and the Orient, the tobacco products sold were made from American leaf.

William H. Butler, connected with the Kinney Tobacco Co., told of the first combination between his company, the Kimball Tobacco Co., Allen & Ginter, and Goodman & Co., cigarette manufacturers. The combination had been brought about, he said, by the American Tobacco Co., the object being to make a greater profit by reducing operating expenses.

• • •

Wilson Joins Merriam's Staff.

A. Boyd Wilson, who had been with Trujillo & Co., has joined the selling staff of John W. Merriam & Co., of Roycroft fame. No particular territory has as yet been allotted to Mr. Wilson, who has been given the liberty to visit his many old patrons as heretofore.

• • •

Cosanges & Gensior in Bankruptcy

Schedules in bankruptcy of the Cosanges & Gensior Tobacco Company, 155 Bowery, show liabilities of $44,968 and nominal assets $25,327 Among the creditors are I. N. Vaughan & Co., Richmond, Va., $30,576, partly secured, and J. C. Brasswell & Co., Rocky Mount, N. C., $1,338.

• • •

Sutter's Neat Brochure.

Louis P. Sutter & Bro. have just sent out to the trade a neat little brochure calling special attention to their present line of tobaccos. They call attention specially to their Florida wrappers, Connecticut Broadleaf, Onondago and imported Porto Rico fillers, and Sutter's Zimmer Spanish. It is artistically gotten up, nicely printed, and upon the whole can't fail to prove very interesting to everyone who receives a copy.

• • •

News Notes.

Charles E. Rockel, of Rockel Bros. & Co., of St. Louis, spent several days in the New York leaf market last week, after having visited Lancaster and other Pennsylvania points. He left for his home on Thursday last.

E. J. Stoltz, formerly with E. H. Gato Cigar Co., has associated himself with the Sanchez y Hermanos, and will leave about the middle of the month for the Pacific Coast trip, in the interest of the Shamrock and other brands of that house.

Wilkes-Barre Co. May Build.

Wilkes-Barre, Pa., Jan. 10.

At the annual meeting of the stockholders of the Penn Tobacco Company which will be held next month the question of the new factory building for this company will be definitely decided, as will be the question of site.

The company contemplates the erection of a large new factory but have been waiting on the Greater Wilkes-Barre movement before making a decision. The company owns valuable real estate in Hanover township and if this section is to be annexed so that fire protection will be afforded the building will be erected in that end of the city.

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

For Genuine Sawed Cedar Cigar Boxes, go to Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
ESTABLISHED 1840 NEW YORK CABLE: "NARGIL"

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

SAMUEL HARTMAN & CO.
DEALERS AND PACKERS OF
Domestic Leaf Tobacco of All Kinds
CONNECTICUT A SPECIALTY
Office and Salesroom:
313 and 315 West Grant Street
Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

JOSH BILLINGS
5c. Cigar
"There hain't none better than the best."
—JOSH BILLINGS.
This Is the Best.

A cigar of merit with a push behind it.
The Best Little Cigars ever offered the American public.
Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.
I. LEWIS & CO.
Makers,
Established 1870. Newark, N. J.
Z. JOHN NORRIS,
Manager of the Philadelphia Office,
14 South Fourth St.

E. A. CÁLVES & CO. ....IMPORTERS of <C> HAVANA, 123 North Third Street PHILADELPHIA

THE LOCAL TOBACCO NEWS

It has been another inactive week so far as transactions of any moment in the leaf trade are concerned. One member of the trade remarked that it was "abnormally quiet." Manufacturers do not show much inclination to even look at goods, and if they do so, that is about all they can be induced to do. The concensus of opinion is that it will be several weeks yet before a full resumption of business sets in.

Manufacturers for the most part are working, but with moderate forces. Some report that orders are now beginning to arrive and indications for a good spring business are looking much brighter. Salesmen are starting out on the road in greater force and it is expected that when they reach their destinations things will begin to take a turn.

One of the most welcome pieces of news of the week was the announcement that George W. Newman had again entered the leaf trade.

Mr. Newman, who is widely known and highly respected by all who know him, has formed a partnership with Charles W. Bittner, one of the well known tobacco packers of Lancaster, and business will be conducted under the firm name of C. W. Bittner & Co., at Mr. B's former address at North Mulberry street and Harrisburg avenue, Lancaster. On behalf of the trade and ourselves we extend to the new firm our hearty good wishes for a prosperous business.

Retail dealers are not over jubilant with the present amount of business they are doing, but all are, we may say, in a hopeful mood, and confidently expecting a gradual improvement as the month progresses.

H. C. Ellis, of Arthur Hagen & Co., a few evenings ago tendered his annual dinner to the heads of the various departments of the firm and the salesmen, which took place at Mr. Ellis's home, and proved a thoroughly enjoyable affair.

We have learned from a private source that J. Harvey McHenry, the junior member of the firm of Arthur Hagen & Co., has undertaken the superintendency of a truck farm in Delaware county, to which he will this year devote all his spare time. We have also been given on the Q. T. to understand that a secret process has been discovered in raising a certain species of cabbage, which when properly handled and treated has great commercial value, and that he hoped to some day have the tobacco trust awaken to a hitherto untold revelation.

Charged with stealing a box of cigars from the store of Mrs. Jennie Moonshine, at 1214 South Second street, Harry Morris, 17 years old, who says his home is in Buffalo, N. Y., was last week held in $500 bail for court by Magistrate Coward in the Seventh and Carpenter streets station house.

Fire started Sunday evening in the cellar of a wholesale cigar and tobacco store kept by Benjamin Horwitz, at 2605-2608 Richmond street, and caused a loss approximating $5,000.

Horwitz had several thousand dollars' worth of stock in the cellar, and in the last few days had kept a fire in the heater because of the damp weather. The heater fire was extinguished Sunday, however, and Horwitz and his family left the house to call on friends. It is supposed that the blaze was caused by spontaneous combustion. The flames caught the slot gas meter, which exploded, scattering money in all directions.

J. P. Tuckerman, head of the match department of Arthur Hagen & Co., has rounded an excellent year's business, and sales have assumed proportions far beyond expectations.

A trifling fire occurred at 1 o'clock this morning at Casimir Shakel's cigar store, 4774 Stiles street, Frankford. Mrs. Casimir was awakened by the smoke, and the family got out quickly. A smouldering cigarette is supposed to have started the blaze.

THE TOBACCO WORLD

ESTABLISHED 1881 — INCORPORATED 1902

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By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy.
Foreign Subscription, for all Countries of the Postal Union and Canada, $2.00 the Year.

Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, JANUARY 15, 1908.

Among recent visitors in this city was G. M. Booker, head of the Booker Tobacco Co., of Lynchburg, Va., which claims to be an independent concern, and making a five cent package of ten all tobacco cigarettes called "Burley Cubes" little cigars. After having visited several jobbing houses Mr. Booker closed arrangements with Arthur Hagen & Co. as general selling agents here. Salesmen were almost immediately started with a line of new samples, and met with a hearty reception from the trade. The first shipment of goods was received on Monday, but they had been already more than over-ordered so that it was necessary to split orders to supply everyone with at least some of the new goods until more could be gotten from the factory.

Fred L. Sigmund, of 3317 Bouvier street, was held in $500 bail by Magistrate Scott this morning on the charge of selling slot machines used for gambling purposes. Special Policeman Knox, of the 30th District, testified that he had located a number of these machines in cigar and candy stores in his district, and was told by the owners of them that Sigmund had represented the machines as "protected." "If the police bother you," Sigmund is alleged to have said to purchasers, "just hand them this business card of mine and they will keep their hands off."

After several of the purchasers of the machines had testified that Sigmund had said they were "protected," the defendant denied that he had sold the gambling devices with any understanding that they were immune against police interference.

Persistent missionary work is being kept up throughout the city in further exploitation of the White Rolls cigarettes, by means of signs, window displays, etc., and sales are growing at a steady and rapid rate.

Frank Hidalgo, a cigar manufacturer and dealer at Gratz and Diamond streets, has caused the arrest of Harry G. Miller, giving his address at Eighteenth and Berks streets, on the charge of false pretense, in giving Hidalgo a check for $5, which proved worthless.

C. K. Hengst, a manufacturer of cigars at Lancaster, has been here to replenish his stock of high grade leaf used in the manufacture of his brands. Mr. Hengst has what may be called an exclusive business, and a very desirable box trade. Quite a number of members of the Lancaster trade are having their private smokers made up by Mr. Hengst.

I. H. Kegereis, a veteran leaf tobacco dealer of Richland Station, was a casual visitor in this market, getting ideas of the new year's prices, but which he found had not materially changed since his last visit.

BOSTON TRADE NOTES.

Doings in the Local Trade. Visitors Coming and Going. Mentor Co. Working Vigorously.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., Jan. 13.

George Farrant and R. D. Carnes (Ware-Kramer Tobacco Co.) have both returned from their brief holiday vacation spent in Norfolk, Va.

The Savory cigarette, domestic made, is expected to make its Boston debut about the fifteenth of February. Lynnhaven and Zoma, the new brands of Turkish cigarettes made by the Ware-Kramer Tobacco Co., are also to make their first appearance on or about the same date.

The Mentor Co. put out a crew of salesmen this week taking orders for their original Ramly cigarettes. The deal consists of three packages of Mentor cigars free with each 250 box. Most of our jobbers have placed trial orders for Ramly, and with Dick Lawrence at the head of the sales department of the Mentor Co. great doings are expected in a short while.

Fred Winkler (Charles Morris & Co.) was in town this week, looking after the sale of La Integridad, their leading brand.

D. B. Bendheim, representing the pipe department of the Metropolitan Tobacco Co., is expected to reach The Hub this week.

The new store of the Codman Cigar Co., on Washington street, is now open for business. The store is a very neat one and well stocked, and all it now needs is business.

Frank H. Dowell, who for many years has represented the cut plug department of the A. T. Co., in this section, has been transferred to the State of Maine, with headquarters at Portland.

J. H. Mulligan, who recently worked this territory on the Fore'n Aft tobacco, is now working for the R. A. Patterson Tobacco Co., under E. E. Steeves, New England representative.

R. H. Moncure, with the cigarette department of the tobacco trust, known as "the fellow who was born in Virginia," has been transferred to New Orleans. Mr. Moncure made many friends while working this territory, and who now regret his departure.

P. J. Cox, who was the manager of the cigarette department for the tobacco trust, has been transferred to Northern New York State. His successor here is E. J. Busch, who appears to be a clever fellow and will no doubt make many freinds.

Tom Powers, formerly in charge of the business done in Maine by the Larus Brothers Co., is now in Kansas City, Mo., working part of that territory in connection with Frank H. Quinn, who increased the Western business of Larus Bros. Co. to such a large extent that it was found necessary to have two men to cover the field.

J. J. Shiffer, representing Leopold Powell & Co., makers of Espina, Madoc and other brands of clear Havanas, made his initial trip to Boston, and in his brief stay here opened some very desirable accounts.

Ben Ali.

CIGARMAKERS STRIKE IN CUBA

Havana, Jan. 12.

Cigarmakers in 17 factories have struck, the idle men now numbering more than 4,000 persons. The movement is spreading and probably 10,000 persons will strike on Monday.

The necessity for the factories to reduce the workmen, which is the cause of this conflict, is due to the fact that orders from abroad are considerably diminished, and to the established habit of the cigarmakers of making cigars for themselves.

SPECIAL NOTICES.
(12½ cents per line, 8 point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LaSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
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We Want to Send FREE
To every Cigar and Tobacco Man
Our NATIONAL CATALOGUE of Tools, Supplies and Novelties
a reference book that makes buying easy and profitable.
Make your request on your letter-head today.
NATIONAL SELLING COMPANY
Allentown, Pa. 11-13ch

WANTED—To represent several factories on commission basis, making cheap, medium and high grade goods, also cheap and medium union made cigars. Have had 30 years experience selling jobbers in the West; best of reference. Address Wm. Rood, Binghamton, N. Y. 1-1a

TRICK CIGARS--Perfectly harmless. Packed 25 in a box, and banded. Just the novelty to increase your business and make big profits. Price $25 per M. Agents wanted. Write for samples. Address F., care of The Tobacco World, Phila. 10-2tf

WANTED, by an experienced cigar man, Pennsylvania accounts ranging from $8 to $25 per thousand. Territory, all New England. References exchanged. A. Wilson, 6 Milk Street, Boston, Mass. 12-11tf

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

WANTED–Every cigar manufacturer to know that I am selling the very finest light, large first size Sumatra in the market at $3.25 per lb. Sold in lots of one pound or more. J. H. Spera, Ephrata, Pa. 1-1a

WANTED TO PURCHASE $2,000 to $5,000 Cigar Factory; give full description, class of goods made, stock on hand, location, etc. Address A. A. 1, care Tobacco World. 12-12tf

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-0tf

UNION MADE CIGARS. Correspondence wanted with reliable Brokers and Jobbers. Address Frank Beck & Co., York, Pa. 12-4l

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER
Monroe D. Sellers, Sellersville, Pa.

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.
(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section
Fine Handling Superb Quality

Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

EDWARD E. SIMONSON
Packer of and Dealer in
Leaf Tobacco
Tobacco Bought and Packed on Commission
Stoughton, Wis.

Keyno
HAVANA SHORTS
2 oz. 5c.

Norristown Tobacco Works
NORRISTOWN, PA.
Manufacturers of
Havana Shorts
Private Brands for Jobbers a Specialty — Samples submitted on application

L. J. SMITH & CO.
Wholesale
Cigar Manufacturers
and Dealers in Leaf Tobacco
Red Lion, Pa.

With Specially Designed Bands.
and PAN ANNA
5c. Cigars
TWO HAVANAS
Two for Five Cents
Correspondence with Responsible Houses solicited.
Private Brands made to order.

Established 1895 Telephone Connection
T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade

To Protect the Consumers against the Host of Imitators of this Old Time Famous Popular Brand of Cigars Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark

Juan F. Portuondo CIGARS

Registered in U. S. Patent Office

Established 1869

MANUFACTURED ONLY BY
The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

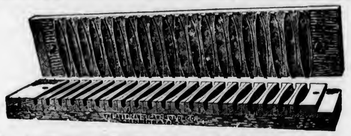
LOUIS E. NEUMAN & CO.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillha

Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.



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Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.

Send for our Catalogue of 1,500 Shapes

The American Cigar Mold Co., Cincinnati, O.

END OF THE N. G. MEADS CASE.

York, Pa., Jan. 13.

N. G. Meads, of Red Lion, was put on trial last week in the quarter sessions court before Judge Bittenger to answer a charge of using counterfeit cigarmakers' union labels. The prosecutor is George P. Allen, of this city, who is a member of the Cigarmakers' International Union of America, by whose direction this suit has been brought.

The testimony of the prosecution was to the effect that on February 20, 1906, Mr. Meads, who was then doing business in Red Lion under the name of the Jefferson Cigar Company, shipped a case of 10,000 cigars to William Edwards & Co., of Cleveland, Ohio. The goods were bought for Edwards by F. J. O'Hare, the buyer, from a broker, who in turn got the cigars from Meads. The cigars were to contain the union label upon the boxes. It is alleged that Mr. Meads did not conduct a union shop, and, therefore, had no right to put the union label on his goods. Notwithstanding this, it is charged that when the cigars were received by Mr. Edwards, they contained labels purporting to be the genuine ones, but after an investigation by the union authorities, they claimed to have discovered that they were counterfeits.

The trial was marked by some sensational testimony affecting I. B. Kuhn, of McSherrystown, the Cigarmakers' union official. Martin McWilliams, of York, formerly of Red Lion, went on the witness stand and swore that on the day of Meads' hearing before Alderman Keech, Kuhn met him on the steps of the Colonial Hotel and offered him $200 if he would testify that he saw Meads paste the counterfeit labels on the cigars shipped to Cleveland. McWilliams said that his son Lewis was present and heard this offer made.

McWilliams said that he was talking to a gentleman from Red Lion on the day in question, and that when the conversation was finished, Kuhn approached him and asked whether he knew Mr. Meads.

"I do," said McWilliams.

"What kind of a man is he?" asked Kuhn.

"He is an all right man as far as I know," said McWilliams; "are you the gentleman that has a lawsuit against him?"

"Yes," said Kuhn, "but I am afraid he will not get justice in this court." McWilliams responded to this that a man generally gets justice if it is due him.

According to McWilliams, Kuhn then said: "If I could get some one to swear that they saw Meads use the union labels, he would be well paid. Maybe you would like to make a nice little sum of money."

"In what way?" inquired McWilliams.

"If you would swear that you saw Mr. Meads use union labels, I will give you $200."

"I will not," answered McWilliams.

On cross examination, McWilliams said that he did not remember who the man was that he was talking to before Kuhn met him. He said he first told the conversation to Mr. Meads' attorney, about three weeks ago, and that he never said anything to Mr. Meads about it. He admitted, however, that he "never forgets a favor," meaning that some time in the year 1903 Meads did him a kindness, but the details of this were not divulged.

The witness Kuhn was also under an attack as to his credibility, the witnesses being cigar manufacturers from McSherrystown and Hanover. They all admitted, however, that Kuhn, acting for the union, had taken away from them the right to use the union labels on their cigars.

The general line of defense of Mr. Meads was a denial of any knowledge whatever of the manner in which the labels were placed on the cigars he shipped to the Cleveland firm. He said that the brand ordered was "Honest George," but that nothing was intimated in the order that union labels were desired. He bought the cigars off the bench from his son, and the cigars were packed in the son's factory by N. G. Meads' packers, and after packing they were sent to Mr. Meads' warehouse and the case sealed. Both Meadses said they had no knowledge of how the labels got on the boxes; and the packers testified to the same effect.

In rebuttal I. B. Kuhn, of McSherrystown, denied strenuously the story told by Martin McWilliams as to the offer of $200 made to the latter to testify that he saw Meads place the labels on the boxes. Kuhn said that he never knew Martin McWilliams; did not see him nor Lewis McWilliams in York on the day in question, and never had any conversation of any kind, directly or indirectly, with either of the McWilliams people.

The jury rendered a verdict of guilty, and Meads was subsequently sentenced. There were two additional indictments against him for the same offense, and to which he pleaded nolle contendre, which is equivalent to a plea of guilty. On the verdict of conviction the sentence was a year in jail and $1 fine; on the second indictment the sentence was the same, but the imprisonment is to run concurrently with it; on the third indictment the sentence was $500 fine and no imprisonment. The amount of the fine was immediately paid into court.

HUNTER BEST FOR A NICKEL is all to the front; made by EL DRACO CIGAR MFG. CO., Philada.

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

E. ROSENWALD & BRO.

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
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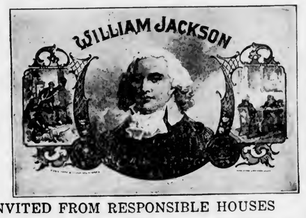
Correspondence with the Jobbing Trade solicited.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade Seed and Havana Cigars



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Established 1889
Manufacturer of High and Medium Grade
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LITHOGRAPHERS AND PRINTERS
312-316 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
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CIGAR LABELS AND BANDS

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CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works
265 West Broadway, New York

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
ESTABLISHED 1871.
75,000 PER DAY
DALLASTOWN, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc. MANUFACTURERS
814-832 N. LAWRENCE ST., PHILADELPHIA
SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
CIGAR RIBBONS

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands.
Our Goods are Made of Best Selections,
Made Carefully, and Made to Duplicate.

Wolf Brothers,
RED LION, PA.

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

of All Grades

Craley, Penna.

PLANNING DESTRUCTION OF THE TOBACCO WORM.

Government Expert Gives the Results of His Investigation in the "Black Patch." Advice to the Growers. Facts and Figures.

(Concluded from last week)

Mr. Morgan says that the suckers, which are often allowed to grow for weeks after tobacco is cut, furnish the principal food for the maturing of worms for hibernation and he therefore especially urges the farmers to plow up the stubble remaining from the cutting as soon as possible after the tobacco has been housed so that the suckers may not even be allowed to get a start. In support of this position the expert says: "Upon one field, from which the tobacco was cut about September 1, a careful count on September 17 showed 400 full grown larvae of P. sexta to the acre.

"Ten days later 350 of these larvae had pupated. The suckers were allowed to stand until October 16, by which time many larvae that were only half grown upon September 17 had become full grown and pupated. Undoubtedly many larvae that had become nearly matured before the crop was cut became matured and pupated in the two weeks before the first examination upon September 17. On October 16 a portion of an acre was carefully spaded up and an average of 800 pupae per acre was found. All pupae were either in or near the middles between the rows. The average depth was four inches. None were found beneath the hills."

Continuing, Mr. Morgan says: "Eight hundred pupae per acre is an alarming number to be permitted to go through the winter when the possibilities of reproduction are considered, and also when we remember that the moths emerging from the hibernating pupae are the progenitors of the generation that works such havoc in the tobacco fields during July and August. If only half of the above number of pupae mature and if half of those that mature are females, we shall have 200 females per acre. Quaintance places the number of eggs deposited at 200 per female. This would give 40,000 eggs per acre and later 40,000 worms. This is in the spring. The females that mature from this number of worms will each lay 200 eggs for the July and August infestatino. The result would be 2,000,000 worms, if we suppose that only half of the 40,000 worms mature.

SIGNIFICANCE OF FIGURES.

"Something of the significance of the above figures may be understood when it is stated that upon tobacco near the field in which the large number of pupae were found, count was kept of the number of worms appearing from August 7 until September 20. The average per acre from counts made upon fourteen plots was 21,600. At this rate the 2,000,000 worms would infest more than 92 acres of tobacco. The importance of the destruction of the stubble by plowing is apparent. Your agent strongly advised that no suckers be allowed to grow, and that in cases where they had been allowed to grow the land should be plowed in the fall or winter to a depth of five to six inches instead of being disked."

According to Mr. Morgan's estimate, the loss on the 1907 crop from all causes is over $3,000,000. He figures thus: "Flea beetle injury to seed beds caused a shortage of 25 per cent. in the crop and a consequent loss of approximately $2,000,000. The loss due to injury by tobacco worms is estimated to be at least $800,000. The number of acres that are hand-picked at a loss of $8 to $10 per acre is at least 40,000. The loss would be $320,000 to $400,000."

EFFECT OF PARASITES.

In reference to parasites the report reads: "In so far as observations of present season are to be relied upon, native parasites do not exercise a very appreciable control of tobacco insects, Comparatively very few larvae of phlegethontius were found parasited upon tobacco. Upon tomatoes, however, the reverse is the rule. On September 12, upon a row of tomatoes which separated two cuts of tobacco, 102 larvae of P. sexta were parasited by Apanteles congregatus and thirty-three non-parasited. A careful search upon tobacco near by did not discover a single parasited larvae. Another examination of the same tobacco on September 26 gave the same result. It must be that apanteles either does not oviposit freely upon larvae upon tobacco or that some chemo-toxic influence is responsible for their non-development."

In closing his report Mr. Morgan outlines what he considers should be the programme for future study of this subject, which means so much to the farmers or the tobacco growers. In the lists he urges the study of the various insects which prey upon tobacco

HUNTER 5c. Cigar
is successful with
successful dealers.
El Draco Cigar Mfg. Co., Phila.

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Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B
Office and Warehouse:
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Located on Main Line
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E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a
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Samples cheerfully submitted upon request — P. O. Box 96

CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specialty

32 and 34 East Chestnut Street, **Lancaster, Pa.**

W. B. HOSTETTER & CO.

Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue,
York, Penna.

We Make **SCRAP FILLER** for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

142 North Market Street
LANCASTER, PA.

H. H. MILLER

Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock

327 and 329 North Queen Street
LANCASTER, PA.

MILTON H. RANCK

Packer of
Penna. Broad Leaf
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All Grades of
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TRUMAN D. SHERTZER

Dealer in

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Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA. — MAIN OFFICE: **Lancaster, Pa.**

The York Tobacco Co.

Packers and Jobbers in
All Grades of

LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco — **York, Pa.**

N. D. ALEXANDER, Packer of and Dealer in **LEAF TOBACCO**

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. — **Lancaster, Pa.**

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue. E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
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The Moehle Lithographic Company
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171 East Randolph St. Chicago Ill.
Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

and if possible the finding of some method by which they may be exterminated. He also urges the further study of the use of Paris green and other poisons, and in this regard whether or not they cause any change in the texture or tissue of the leaf, and whether or not it proves dangerous for future use.

In a letter to Congressman John Wesley Gaines, of Nashville, Secretary James Wilson states that Mr. Morgan will be sent back to the dark district to continue his investigations next summer, provided the appropriations will permit. The farmers have closely followed Mr. Morgan's work, and nearly every Congressman has already been besought to use his influence to secure another appropriation for the furtherance of the research.

LOOKING FOR A REVIVAL.

All Would Like to Believe with Greeley that "The Way to Resume is to Resume."

Lancaster, Pa. Jan. 6.

Everyone is now in a state of expectancy. The New Year is here and business men are anxious to see the "ball rolling" again. Manufacturers for the most part are resuming on what orders they have, but which are neither numerous or voluminous.

Leaf dealers say there is nothing disappointing to them in the fact that there was practically no business during the past week, except in a jobbing way, because nothing much more was expected.

The Lancaster Leaf Tobacco Board of Trade has adopted a certain form of agreement which the trade at large is being urged to use when buying in this section. The conditions which the new form of contrast will impose are said to be objectionable to the growers in some particulars, and some differences between the two factors may arise as a result. Since there is no buying yet nor even prospects of immediate action in that direction, there may be ample opportunity of going over all the details of the newly proposed buyers' contracts and convincing growers of their fairness.

Farmers are loath to reconcile themselves to the probability of lower prices for their crops this year, but when they find that their tobacco is not moving they may reconsider and decide on prompter action, accepting such reasonable prices as they may be able to secure.

The report of the Collector of Internal Revenue tells the sad story of the big falling off in the cigar output during December. During the month of December the sale of cigar stamps amounted to $139,285.47 for the entire Ninth District. That amount represents an output of 46,428,490 cigars. During December, 1906, the output was 65,314,400 showing a decrease of 18,885,910.

A. P. Snader & Co., of Ephrata, who recently incorporated, are now advertising the sale of all kinds of tobacco, including domestic fillers, Havana, Sumatra and Florida. They will, however, also continue their former manufacturing business.

S. R. Kocher, of Wrightsville, will resume his manufacturing enterprise this week with full activity.

W. G. Mellinger & Bro., packers of leaf tobacco at Baumgartner's Station, Lancaster county, have sued the Pennsylvania R. R. Co. for damages for the destruction of property by fire caused, it is alleged, by a spark from a locomotive of the company. The loss was a heavy one, all the building and stock of the firm in the lumber and coal business and the residence of Mr. W. G. Mellinger being destroyed.

The cigar manufacturing business of C. F. Steiner, at Akron, has been changed to Krull & Co., who will continue to manufacture cigars and deal in leaf tobacco. Mr. Krull is a wholesale cigar dealer in Philadelphia, and the business will be conducted by Mr. Steiner as heretofore.

The firm of Snader Bros., at Akron, has been dissolved, but the business will be continued by J. P. Snader individually, A. P. Snader having retired from the firm.

C. S. Cooper, of Brownstown, resumed operations at his factory on Monday last, after a two weeks close-down for the holidays and stock taking.

Chas. E. Roeckel, of Roeckel Bros. & Co., St. Louis leaf tobacco dealers, was in the Lancaster leaf market recently, enroute to New York.

A. W. Zug, whose cigar factory on Cherry street was destroyed by fire some months ago, will engage in manufacturing again within a week or ten days, having secured a factory building on Lancaster avenue.

Ziegler Bros., cigar manufacturers, have secured the building on Market street, until recently occupied as a leaf warehouse by J. K. Leaman, and are now moving into it.

Lancaster Tobacco Trade Banquet.

The annual banquet of the Lancaster Leaf Tobacco Board of Trade was held on the evening of January 4, at the Stevens House. It was largely attended and was the most successful affair of its kind ever held by that body. The Board is composed of the leaf tobacco dealers of the city and county, and they had as their guests a number of the cigar manufacturers of the city and county. Shortly after 8 o'clock the members and their guests began to assemble at the Stevens House, and at 8.30 they proceeded to the dining room on the second floor, which had been handsomely decorated for the occasion. From the ceiling

Constitution Seed and Havana Cigars
Made in the good old way.
EL DRACO CIGAR MFG. CO., PHILA.

BRBANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA'
"LA MANO"
5c. Cigars
JOHN D. LONG
OFFICE: No. 118 Mifflin Street
Manufacturer of Cigars
FACTORY: Cor. Maple & Plum Aves.
Lebanon, Penna.
A Specialty of Private Brands. Telephone Connection Samples Sent to Responsible Houses.

HERMAN DELLE
York, Penna.
Maker of
Delman 5c.
Herdel 5c.
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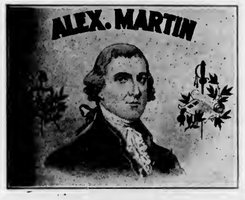
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses



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Manufacturer of
Fine Cigars
Littlestown, Pa.

MAKER OF
Fernside and
Lord Wharton
Five Cent Goods
Sold to the Jobbing Trade only.
Correspondence invited

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: *The* Bear. *The* Cub. Essie, and Matthew Carey

W. R. DAUGHERTY & BRO.
Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union
McSherrystown, Pa.

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Cigars of Quality Sell and Repeat.
Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

El Ono
Union Made
5-Cent Cigars
are as Good as Cigars
Can be Made
Chas. A. Oberly, Maker
LEBANON, PA.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

T. A. MYERS & CO.,

CIGAR BOX EDGINGS

YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

OLDEST MANUFACTURERS OF
PEACH and PRUNE FLAVORS
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK.

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

were suspended laths of tobacco in the course of curing and everything was in keeping with the tobacco business. Each man's name was printed on a sample card, and the menu was printed on cards of a like color, with the picture of a stalk of tobacco at the top. During the banquet excellent music was discoursed by Roth's Orchestra. At the conclusion of the feasting Joseph Goldberg arose and introduced the President, J. Gust Zook, who was not present at the last banquet, as the toastmaster, at the same time asking the members to drink his health.

Mr. Zook said he was unable to be present last year, as he was in California for his health. He was glad to be present on this occasion and he said he would impose the duties of toastmaster upon the Vice President of the Board, Mr. Goldberg. It is needless to say that jollity reigned supreme. Mr. Goldberg made a most accceptable toastmaster and he always had something to say about those whom he called upon to make a few remarks. A. B. Hess was called upon and he recited an original poem, and those who responded to toasts were Rev. I. Rosenthal, I. H. Weaver, William DeHaven, H. J. Ryder, E. M. Cohn and others. A letter was read from B. Ezra Herr, President of the Lancaster County Tobacco Growers' Association, extending congratulations to the Board at their annual banquet. There were a few other addresses when the affair came to a close, as the hour of midnight had arrived.

The officers of the Board are as follows: President, J. Gust Zook; Vice President, Joseph Goldberg; Secretary, Charles E. Long; Treasurer, Morris Rosenthal; Directors, William DeHaven, J. W. Brenneman, I. H. Weaver, Samuel Siessel, W. R. Cooper.

The committee which had charge of the arrangements for the banquet consisted of L. Kramer, I. H. Weaver and C. E. Long.

PATENTS RELATING TO TOBACCO, Etc.

874,416 Match safe; Robert R. Mont, New York City.

874,682 Match lighting device; Wallace C. Johnson, Ivy, and W. B. Hurt, Stockton, Mo.

875,071 Producing cigar bunch structures; Oscar Hammerstein, New York City.

875,369 Smoking pipe; Robert J. McMurray, California, Pa.

875,743 Cigar lighting apparatus; A. Soderlund, Arlington, and B. Hallenbrook, Boston, Mass.

875,773 Match box; H. J. Breeze, Port Huron, Mich.

875,998 Tobacco spearing machine; A. Hovey, Sun Prairie, Wis.

876,076 Tobacco seeder; B. Mylor and T. Heady, Warsaw, Ky.

876,156 Cigar cutter; W. E. Edwards, Irvington, N. J.

RUTHERFORD CLEAR HAVANA LEADER
from the factory of
El Draco Cigar Mfg. Co., Philada.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nes. 84—86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
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87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
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QUAKER CITY
STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies
OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.
Factory: LANCASTER, PA.

Leaf Tobacco Markets

CONNECTICUT VALLEY.

In the line of news in the tobacco world there is very little, and that little not the kind to make a correspondent proud to report. About all is the drawing of tobacco to the assorting shops. This is better than to see the tobacco lying in the bundle all winter, and perhaps later. To draw the crop, carries on its face a determination to do something with the tobacco now that it has been raised and shed cured.

But I would much rather see each grower take this assorting business into his own hands. He is the only proper person to handle his own growing and if he has not the suitable room to assort in, let him club with his neighbor, and the two work together, allowing each grower to superintend assorting his own crop. If the crop is a good one, it requires good work to be done upon it. But if, on the other hand, one has a binder crop, let it go mostly to the binder pile.

Our correspondents write:

Wethersfield, Conn.: "The rainy weather has enabled the farmers to take their tobaccoo nearly all from the poles and strip it off and put in the bundle. Very few buyers around as yet."

North Hatfield, Mass.: "No buyers have been seen in this vicinity during the past week. The assorting shops are doing a rushing business at present. W. Wolfram has opened his shop during the past week with 17 men. L. A. Crafts has opened his shop employing 25 men and boys. Leslie W. Swift has increased the force at his shop to 70 men, at a price of $1.50 for sorters and about $1.25 for sizers."—American Cultivator.

BALDWINSVILLE, N. Y.

J. W. Upson is running his warehouse with a full force and is now handling his filler crops. He has also taken some of the best wrapper crops in this vicinity to assort and sell for the benefit of the growers. Mr. Upson has been buying filler crops at from 5½ to 7½ cents in the bundle. No other buyers have been in the market—Gazette.

EDGERTON, WIS.

There is developing more of a disposition to purchase the new crop than any time before since the harvest, and a little picking away is done in nearly all sections. So far none of the large operators are interested and the deals are quite largely made under the force of circumstances that compels growers to realize on their product. A few local dealers desire to put sample lots through their warehouses as the best test of the merits of the crop and also as a guide to further business. The following sales show the range of prices and indicate what values buyers are willing to place on the crop:

David Conden, 7½a at 10½c.
W. H. Condon, 3a at 10½c; 2a at 5½c.
Frank Sherman, 4a at 10&2c.
August Huson, 5a at 10½&3c.
E. R. Drake, 3a at 10&2c
Sam Hall, 5½a at 7½&2c.
Antone Olson, 8½a at p. t.
C. F. Stricker, 5a at 7&2c.
Chas. Preston, 2a at 5&2c.
W. Schiedt, 2a at 6&2c.
F. Lester, 2a at 5c.
Wm. Hoffman, 2a at 5&2c.
A. Weishan, 1½a at 7&2c.
E. Gress, 1½a at 5&2c.

A few deliveries have been made during the week and the first warehouse handling commenced in this market.

In old leaf the market shows no developments that furnish encouragement. The transactions do not reach above a small trade on manufacturers' orders.

Shipments 200 cases.—Reporter.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor
Manufacturer of
FINE CIGARS
Holtz, Penna.

10c.---UNCLE JOSS---5c.
Pretty Bessie, York Nick, Best Known } 5c.
Two Cracker Jacks (2 for 5 cents)
Oak Mountain Bouquet—Boston Beauties
Puro—Porto Rico Crooks
Correspondence with the Wholesale and Jobbing Trade Only invited.
Capacity, 25,000 per day. Telegraph—York, Pa.

Our Great Offer: A Self Filling $2.00 Fountain Pen and "The Tobacco World" for one year, ¶ Both for $1.50; the Regular Price is $3.00.

We have made a contract with one of the largest Fountain Pen Manufacturers in this country (Nathaniel Field), whereby we can supply you with A First-Class Self Filling Pen the best of its kind in the market. Every pen is solid gold, 14k., point tipped with genuine irridium.

The illustration shows the exact size of the Pen; if not satisfactory for any reason, it will be exchanged cheerfully.
This is an unusual opportunity to get a High Class Pen at a trifling cost.

TO ANY PERSON sending us $1.50, we will send this Beautiful Fountain Pen, postpaid, and will, in addition, enter the person's name for one year's subscription to "The Tobacco World." Should you already be a subscriber and desire to secure one of these Pens, your subscription will be extended one year from the date of its present expiration. This offer does not apply to foreign subscriptions, which cost $1.00 additional.

Address The Tobacco World, 224 Arch Street, Philadelphia, Pa.

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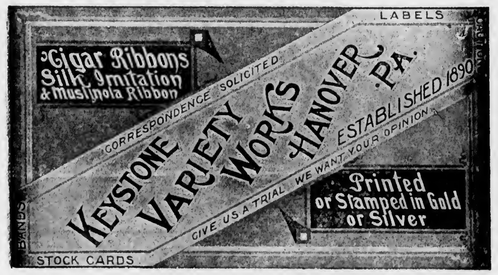
A. KAUFFMAN & BRO.
YORK, PA.

CIGAR BOX LUMBER

Wm. STEINER, SONS & COMPANY
Lithographers
116-122 East 14th Street, NEW YORK
SPECIALTIES
CIGAR LABELS ADVERTISING NOVELTIES
IMPORTED AND DOMESTIC BANDS



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MAKER OF
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Private Designs a Specialty
Metal printed Labels

ADEN BUSER Manufacturer of
Dealer in LUMBER LABELS EDGING ETC.
Cigar Boxes and Cases
R. F. D. No. 3
YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Established 1877 New Factory 1904

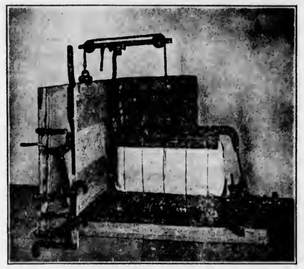
H. W. HEFFENER
Howard and Boundary Aves.
YORK, PA.
Steam Cigar Box Manufacturer
DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS, EDGINGS, BANDS, ETC.

Weidman Bros. & Moyer
Manufacturers of
Cigar Boxes
Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
Factories:
Womelsdorf, Pa., Sinking Spring, Pa.
Established 1891

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
Labels, Ribbons, Edgings
716—728 N. Christian St. LANCASTER, PA.

Minnich Baling Press

PATENTED MARCH 9, 1897



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Specially Constructed Presses

FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

Minnich Machine Works
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

IT'S A WONDER WORKER
Havana Tobacco Ferment
Neutralizing Solution for Producing a Natural Fermentation and Sweat in Domestic Tobaccos
Acme Extract and Chemical Works
E. G. ECKERT, Proprietor HANOVER, PA.

Patents *Caveats, Trade Marks, Design-Patents, Copyrights, etc.*
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METAL EMBOSSED LABELS METAL PRINTED LABELS
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H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds

ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Cigar Havana . 10c.
"S. B." Seed and Havana . . . . . 5c.
"KATHLEEN O'NEIL" . . . . 5c.
"VUELTA SPRIGS" The Mellow Cigar . 5c.

These Brands Sell on Merit and Constantly Repeat. Try them and Judge for Yourself WHY This Factory Never Shuts Down . .

STAUFFER BROS. MFG. CO.
NEW HOLLAND PA.

For Sale by All Dealers

VIRGINIA

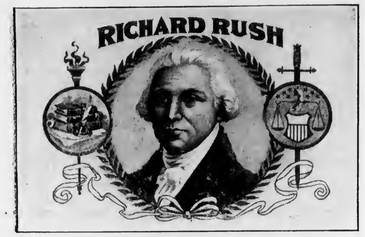
PERIQUE

MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

E. A. CÁLVES & CO. ....IMPORTERS of <C> HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

Great Eastern Cigar Factory



J. W. MINNICH

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Proprietors

MAKERS OF

High Grade

Fast Selling

CIGARS

High Grade

Fast Selling

CIGARS

For the

Jobbing Trade

Only

Dallastown

Penna.

THE TOBACCO WORLD

Established in 1881. Vol. XXVIII., No. 4. | PHILADELPHIA and NEW YORK, JANUARY 22, 1908. | One Dollar per Annum. Payable in Advance.

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OF

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310 Race Street Philadelphia

UNITED STATES TOBACCO CO.

. . . MANUFACTURERS OF . . .

CENTRAL UNION .	Cut Plug
IDLE HOUR . . .	Sliced Plug
EPICURE (For Pipe or Cigarette)	Shredded Plug
HUNT CLUB . . .	Cube Pipe Tobacco
SPHINX MIXTURE .	Smoking

UNION MADE GOODS INDEPENDENT FACTORY

RICHMOND, VA.

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TOBACCO

Samples gladly submitted on application

Importations Over 5,000 Bales Annually

H. DUYS & CO.

No. 170 Water Street, NEW YORK

De Amsterdamsche Tabakshandelmaatschappij, Amsterdam, Holland

Growers and Packers of

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Write for Samples

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CHARLES M. GUDKNECHT, PRESIDENT

LA HILDA CIGAR FACTORY
(INCORPORATED)
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231 CHESTNUT STREET
CORRESPONDENCE SOLICITED PHILADELPHIA

W. W. STEWART & SONS
Reading, Pa.

Makers of the
JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
ELI PERKINS
5c.

High Grade Seed and Havana Cigars
Correspondence with Responsible Houses Solicited

Guaranteed Strictly Hand Made
Imported Sumatra Wrapper Long Havana Filler

HENRY HEYMANN'S SONS, INC.
MAKERS
Sinking Spring, Pa.

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Factory 1839. First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE
Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers

Wanted—CUTTINGS—SCRAPS—SIFTINGS
EMIL BERGER TOBACCO CO.
Tel. 722 Orchard 6-8-10 Gouverneur Slip, NEW YORK

For Sale CIGAR SCRAPS—Clean and Sound
Write Us for Prices
EMIL BERGER TOBACCO CO., 6-8-10 Gouverneur Slip, NEW YORK

THE TOBACCO WORLD

Vol. XXVIII., No. 4 PHILADELPHIA, JANUARY 22, 1908 One Dollar the Year

LEAF BUYERS' AGREEMENT

Clarksville Handlers Enter into Agreement Not to Handle Tobacco Pledged to the Planters' Protective Association.

Clarksville, Tenn., Jan. 18.

The Clarksville, Tenn., buyers of loose tobacco have entered into an agreement as follows:

"In view of the general apprehension in the tobacco sections, and for the reason that some people are led to think that the disorders and outbreaks are caused by the buyers interfering with the pledges the farmers have made with the Association, the undersigned buyers of Clarksville have joined in the following statement:

"We, the undersigned buyers of loose tobacco in Clarksville, Tenn., desire to say to the public generally that we have not knowingly bought tobacco that had been pledged to the Association, nor will we do so, or in any way interfere with the pledge the Association holds from the farmers. We further state that should we unknowingly buy any crop or crops previously pledged to the Association, we will refuse to receive same, when authoritatively notified of same by the officials of the Association.

(Signed)
E. C. Morrow & Bro.,
Hayes-Sory Tobacco Co.,
R. W. Bogard,
American Snuff Co.,
By F. N. Smith, Mgr.
The Imperial Tob. Co., (Inc.),
By E. S. Melton, Mgr.
Luckett-Wake Tobacco Co.,
G. H. Luckett, Sec.
R. A. Walker & Co."

ASS'N TOBACCO TURNED DOWN

Independent Firm Refused to Receive Pledged Tobacco.

Clarksville, Tenn., Jan. 16.

The fact that the tobacco buyers intend to faithfully carry out the agreement they have made not to buy Association tobacco, was demonstrated here when a man by the name of Lewis, from Cumberland City, brought his tobacco and when seen by one of the agents and asked if it was pledged, said it was not. After an examination of the crop a price was agreed upon and the trade made. The wagons were driven to the factory, and when the name was given, the proprietor said he had information the crop was pledged to the Association, which was again denied by the owner, but the tobacco was refused and an Association prizer sent for, who came. When told that the grower was compelled to have money on it the prizer received the crop and advanced the necessary amount.

Cigarette Factory for Portsmouth

Norfolk, Va., Jan. 18.

Portsmouth is to have a big new factory in the near future. A majority of the capital stock of a new company organized to acquire patent rights and manufacture thereunder a smoking device of a new kind, has been taken by Portsmouth business men and investors, and it is anticipated that within three months operations will begin.

The product that it is proposed to make here is different from what has been on the market ever since smoking tobacco in paper wrappers became fashionable, and it is claimed by the inventor that the anti-toxic cigarette produced by his process is all that its name implies—a strictly safe and healthful smoke, free from nicotine and poisonous extract of the tobacco.

The plant and offices of the concern will be located in this city, and if the plans of the gentlemen behind the new company are successful, it will be one of the largest industries to be established hereabouts in a long while.

J. C. Darst, who was one of the first to realize the value of the patents under which it is proposed to operate, stated this morning that it is significant of the enterprise and push of this city that he has been able to organize this company here at this time, with $22,500 capital, when money was as tight throughout the country as has been the case of late.

Comparative Statement of Leaf Tobacco and Cigar Exports from Havana for the Years 1906 and 1907.

[Special] Havana, Cuba, January 13, 1908.

The following figures, published by "El Tabaco" under date of January 10, 1908, (but delivered today) may be of interest to readers of The Tobacco World:

Leaf Tobacco Production of Cuba Received at Havana from January 1 to December 31.

	1906	1907
Vuelta Abajo	139,346 bales	234,012 bales
Semi Vuelta	11,886 "	21,885 "
Partido	37,711 "	75,344 "
Matanzas	614 "	904 "
Remedios	87,851 "	93,950 "
Puerto Principe	1,028 "	1,009 "
Santiago de Cuba	7,852 "	13,641 "
Total	286,288 bales	440,745 bales

Exports of Leaf Tobacco from Havana
To Countries Taking Over 1,000 Bales each

	1906	1907
United States	257,800 bales	180,274 bales
Germany	9,352 "	6,945 "
Canada	4,492 "	3,361 "
Argentine Republic	1,104 "	1,671 "
Austria	1,009 "	2,930 "
Spain	797 "	2,950 "
France	1,100 "	330 "
Venezuela	— "	1,038 "
Total	275,654 bales	199,499 bales
Exports to all countries	277,426 "	200,672 "
Showing a Decrease in 1907 of		76,754 bales

Exports of Cigars from the Port of Havana
To the Eleven Countries Taking One Million or More Cigars Each

	In 1906	In 1907
United States	74,483,125 cigars	61,869,131 cigars
Great Britain	92,459,687 "	56,699,274 "
Germany	27,821,603 "	23,205,411 "
France	12,326,890 "	10,638,875 "
Canada	10,251,005 "	10,271,013 "
Australia	5,867,668 "	4,261,173 "
Chile	4,775,497 "	3,524,752 "
Argentine Republic	3,810,977 "	3,166,168 "
Spain	8,283,402 "	3 119,836 "
Austria	2,059,020 "	1,784,051 "
Belgium	1,357,756 "	1,097,762 "
Total	248,496,630 cigars	179,637,446 cigars
Total Exports to all parts of the world	256,738,029 "	186,428,607 "
Showing a Decrease in 1907 of		70,309,422 cigars

BIG SALES IN LOUISVILLE

Nearly 1,400 Hogsheads Sold in Six Hours.

Louisville, Ky., Jan. 16.

Sales of tobacco on the local breaks recently surpassed all previous records for this market, there having been sold 1,393 hogsheads of tobacco, aggregating more than 1,500,000 pounds, on one day last week. The sale was especially noteworthy in view of the disturbances in the several tobacco districts. The total value of the tobacco sold was more than $175,000.

The sales were made in six hours, including the time consumed in the trip between the various warehouses. This established a rate of 232 hogsheads an hour, or four hogsheads a minute. The money realized on the sale came pouring into the hands of the growers at the rate of $30,000 an hour, or $500 a minute.

The average price of the Burley was 11¾ cents a pound. This is an especially good price, considering the quality and condition of some of the tobacco.

WARNING SENT TO FARMERS

Tobacco Growers Near Cincinnati Tell of New Reign of Terror. Few Dare Disobey.

Cincinnati, O., Jan. 18.

Anonymous notices have been sent to nearly every farmer along the Lexington and DeCoursey pikes that they must not move their tobacco or offer it for sale under penalty of having their tobacco burned. One or two venturesome farmers have made a dash with a wagon load and slipped by the guards.

Arthur Lately ran the gauntlet from his farm on the DeCoursey pike and landed his tobacco in Covington. In Covington strong guards have been placed around all warehouses.

Josh and Wilbert Perry, farmers, who live eight miles below Covington, on the DeCoursey pike, say they are afraid to move their tobacco.

John Wildey says that all farmers beyond Erlanger have been warned not to move their tobacco, and says that stringent measures have been adopted to enforce the orders. He reports that a wagon load of tobacco was stopped by armed men, and the tobacco was dumped on the ground and burned, while the farmer was held at bay at the point of a gun.

A system has been put in force by the farmers along the pikes. It is agreed that should a farmer see a wagon load of tobacco being driven toward the city he shall telephone his neighbor, and the neighbor will stop the wagon as it passes his farm.

WHY TOBACCO IS GUARDED.

Lexington, Ky., Reports White Burley Sales of Week Nearly $200,000.

Lexintgon, Ky., Jan. 18.

One resaon for guarding tobacco warehouses with soldiers and special police appears in the great quantity of tobacco now being sold here. According to a recapitulation made today, by the White Burley Loose Leaf Tobacco Warshouse last week's sales reached 1,899,540 pounds, bringing an average of $10.40 a hundred, or a total sale of $197,736. One Madison county crop was sold last week at $29 a hundred, the highest price in years.

MUST EXPOSE STAMP.

Boxes Must Bear Revenue Stamp Until Cigars are All Sold.

Under a new internal revenue ruling, the revenue stamp on a box of cigars must not be effaced or destroyed until all the cigars in the box have been sold. This law went into effect Jan. 1, and since then all cigar dealers have been adhering to the law to the letter.

Many cigar dealers cut the cover off down to the stamp and then close the cover over so that the stamp is exposed at all times. The law was framed to prevent the fraudulent use of the stamp and to prevent the sale of cigars upon which no duty has been paid.

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia

FOUNDED 1855

John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan

FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco — VUELTA ARRIBA — *107 Arch St. PHILADA.*

K. STRAUS — A. LOEB

K. STRAUS & CO.

IMPORTERS OF

PACKERS OF LEAF TOBACCO — HAVANA

301 & 303 North 3rd St.

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Established 1825

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

L B S

322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in **Leaf Tobacco**

228 North Third St., Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana** and Packers of **Leaf Tobacco**

306 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA **TOBACCO**

111 Arch Street, Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

H. Golinsky & Son

Importers & Packers of

HAVANA AND SUMATRA SEED LEAF TOBACCO

147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH

IMPORTER OF HAVANA AND SUMATRA

DEALER IN LEAF TOBACCO

REGISTERED 1642-44 N. ELEVENTH. ST. PHILADELPHIA

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

REPUBLICA DE CUBA — REPUBLICA DE CUBA

CUBA — LA UNION DE FABRICANTES DE TABACOS Y CIGARROS DE LA ISLA DE CUBA

Autorizada por el Gobierno de la Republica

GARANTIZA

que los tabacos cigarros y paqueles de picadura que lleven este precinta son fabricados por

HABANA

REPUBLICA DE CUBA — LA PROPIEDAD ARTISTICA E INDUSTRIAL ESTA REGISTRADA EN TODOS LOS PAISES — REPUBLICA DE CUBA

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut, is a fac-simile, in its actual size, of the Precinta or warranty stamp which is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these stamps, were made in Cuba by the Independent Manufacturers.

Thus a copy of that warranty stamp attached to any box of Cigars and Cigarettes or to any packages of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Habana, Cuba, with the genuine Tobacco Leaf grown in the famous Vuelta Abajo

DON'T FORGET THIS, RETAILERS, IMPORTERS AND DISTRIBUTORS.

COLORS OF THE PRECINTA: Black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

SOME STIR IN YORK

Factories Moving, but Not Busy. Salesmen are Renewing Their Calls. Notes of the Trade.

York, Pa., Jan. 20.

Trade conditions are gradually becoming more settled although manufacturers are not yet busy by any means.

Salesmen are now out in good force, and all report having secured some business. B. Livingston, a leaf dealer of New York, and Chas. W. Salomon, also of that city, Raymond A. Heiland, of the brokerage firm of John F. Heiland & Co., of Lancaster, and Chas. Goldsmith, with E. Hoffman & Sons, of New York, are all traveling in this section, as has been Mr. Dillman, of Reading, representing Hinsdale Smith & Co., of New York, and and Julius Eckerson, of F. Eckerson & Co., of Philadelphia.

Noah Gillen, of the former firm of Gillen & Granat, has now established himself in new quarters in what is known as the Baker Building at West Queen street and the Pennsylvania railroad, and which building is entirely occupied by tobacco men, including J. H. Baker, and C. S. Gable, manufacturers, Noah Gillen and Jos. Kosminsky, the last named of whom is the York manager of the Kraus-McFarlin Co., of Chicago, Ill.

Robt. M. Granat & Co. are now settled down to active business at the old headquarters of Gillen & Granat on E. Clark Ave., near Duke street.

W. E. Eimerbrink, a cigar manufacturer on West Philadelphia street, has purchased a property at Stoverstown, this county, consisting of a factory building and dwelling. He will take possession early in the spring, and remove his factory from this city.

It is rumored that H. F. Kohler contemplates removing his cigar manufacturing business from Nashville to Jacobus, this county, at which latter place he recently completed the erection of a new building.

Mr. Kohler was interviewed by your correspondent, who was informed that there was no foundation for such a report. Business is beginning to come in nicely and both factories will be needed to meet the requirements of his rapidly growing trade.

The New York Cigar Factory, at Dallastown, closed down since the holidays, has not yet resumed operations.

The Contesta Cigar Co. has taken possession of new factory quarters, at 143-5-7 East College avenue, where they have greatly increased facilities.

A. Kauffman & Bro., cigar box manufacturers, this week resumed on full time. They had been working on short time since the holidays.

A peculiar case came up in the minor courts at Hanover last week, which was the result of a tobacco transaction between Chas. W. Salomon, of New York and L. G. and L. W. Pfaff cigar manufacturers. From the evidence given it appears that in August last Salomon sold a certain lot of tobacco to L. G. Pfaff, but that owing to Mr. Pfaff's financial condition at that time Salomon refused to ship the goods to him, but agreed and did ship the same to his son, L. W. Pfaff, and who was made the defendant in the suit brought to secure the amount of the bill. Pfaff, junior, denied having received the goods, but bills of landing and R. R. Co.'s receipts of delivery were produced to prove Salomon's claim. The Justice of the Peace, before whom the case was heard, decided in favor of the defendant and attached the costs to the plaintiff. Mr. Salomon's attorney at once filed motion of an appeal to the county courts, and Salomon declares he will press his case to a positive conclusion.

Opposes Constitutional Prohibition in Michigan.

The Detroit Free Press condemns the proposition to insert an anti-cigarette section in the new State constitution for Michigan, and uses the following argument:

"We now have a strict statutory regulation prohibiting the sale of cigarettes to minors. Whatever excellence a similar regulation applying to the sale of cigarettes to responsible adults might have, it is certain that public sentiment is not yet ready for it.

"We want a good many things in the constitution, but we don't want the cigarette in it."

WHITE ROLLS CIGARETTES. The WARE-KRAMER TOBACCO CO. NORFOLK, VA. PUSH THIS END

AWARDED GOLD MEDAL at Jamestown Exposition.

White Rolls Cigarettes

ARTHUR HAGEN & CO., General Agents,

151 North Third Street, Philadelphia.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

American Protectorate

A Choice 5c. Cigar

Handsomely Packed and put up in Several Popular Shapes and Sizes

Manufactured by

Himmelberger & Noll,

AMERICAN PROTECTORATE

ROBESONIA, PA.

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

Representing

George H. Rumrill, Janesville, Wis.; The Miami Valley Leaf Tobacco Co., Dayton, O.; The Krohn Tobacco Co., Windsor, Ct.; Downard & Koking, Cincinnati, O.; F. W. Dohrmann & Son, Cincinnati, O.; Metzkey & Heiland, Lititz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of C HAVANA, 123 North Third Street PHILADELPHIA

More Buyers and a Better Feeling in Havana.

Conditions Seem to Favor a Revival in Business. The Building Trades Strike is Ended, and that of the Cigarmakers Promises a Speedy Death. Good Outlook for the New Year Believed In.

Special Correspondence of The Tobacco World.)

Havana, Cuba, January 13, 1908.

The glad news reached us by cable yesterday that at last the National Banks in New York have recovered from their late shortage of ready cash and that they are now holding six millions dollars above the required legal reserve of 25 per cent. This undoubtedly will stimulate mercantile and industrial activity to its former splendid showing in the United States, and Cuba ought to share in the same before long.

The strike of the masons and bricklayers has been settled, as the men went to work again on the 11th inst., after our Provisional Governor, Hon. Charles Magoon, took up the role of mediator. The strike of the cigarmakers originated from such a foolish cause that it is bound to be of short duration and will collapse as soon as the manufacturers receive sufficient orders to keep all of their men busy. The protest of the students of the University of Havana, attacking the decree of Governor Magoon granting druggists a license after they have had eight years of practice and can pass an official examination for fitness, but liberating them from the former compulsory requirement of having to produce a degree from the University, will also be of no consequence in producing trouble. With the promised municipal elections and later on those for congress, the political element ought to be likewise satisfied, therefore the outlook for 1908 seems to be serene in every direction.

Quite a number of buyers have arrived during the past week, and while the movement has not yet been active, there is a better feeling all around. Our dealers here know that they cannot expect high prices, and in order to help the cigar industry they are willing enough to make sacrifices and meet the coming buyers. What is needed at the moment is the appearance in town of some large and influential merchants—dealers or manufacturers—who would set the ball rolling and by their example give tone and confidence in the stability of a lower range of prices to the army of smaller jobbers and manufacturers. Just as in high finance, men like Morgan, Rockefeller and others of that class have saved the country from general ruin and smash up, some men like these are needed in the leaf tobacco trade to annihilate the lethargy in which the leaf tobacco business has vegetated for the last four months and give us a stir and new life. Let us dispose of the good part of the 1907 crop, as it will be needed, and not worry as to what the 1908 crop may have in store for us. Owing to untimely rain on tobacco which was ready for cutting, high winds and worms, there will be enough faulty tobacco this year, although it is to be hoped that there may be some good and choice leaf later on. In the meantime let us wake up and hustle, each one in his own sphere.

Sales

during the week gone by, and including some made by one house in December which had not been reported before, foot up to 1,899 bales, divided as follows: Vuelta Abjao, 700; Partido, 250; Remedios, 949. American buyers have taken 1,259 bales, local cigarette and cigar manufacturers 500, and exporters for Europe 140 bales.

Buyers Come and Go.

Arrivals:

Manuel Rodriguez, of Rodriguez & Tejeiro, S. Herzog, of Herzog Bros., and Sol Hamburger, of Hamburger Bros. & Co., New York; H. B. Hyman and F. W. Schwarz, of Montreal; W. K. Gresh, of W. K. Gresh & Sons, Norris-

HUNTER 5c. Cigar is successful with successful dealers.

El Draco Cigar Mfg. Co., Phila.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS

ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

SOL HABANA

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO — HABANA, CUBA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTAÑEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER — *Habana, Cuba*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" — Correspondence Solicited in English

---

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM — *Habana*

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" **HABANA, CUBA**

Rz BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista — **Neptuno 170--174** — Special Partner—Gumersindo Garcia Cuervo

town, Pa.; Rufino Alvarez, of Toronto, Canada; Santiago Pulido, of Milwaukee.

Returned.—Max Stern, of Sylvester & Stern, New York and Havana; Cesareo Vigil, from Gijon, Spain.

Departures.—Louis and Aleck Goldschmidt, and G. W. Nichols, for New York; W. K. Gresh, for Norristown, Pa.; J. A. Artolozaga, for Key West, and J. A. Lozano, for Tampa.

Havana Cigar Manufacturers

having less orders just now very naturally tried to reduce their force of cigarmakers, but as soon as this became known the boss of the Federation of Labor (with which the cigarmakers are affiliated) Emilio Sanchez, declared that if the manufacturers were not willing to give employment to all of their forces, even if they, instead of working full time, were only permitted to work three-fourth or one-half or even one-fourth time, that then the workmen should go out upon a strike. As the manufacturers have become tired of being dictated to, they have preferred to see this out and will in the meantime remain closed. The following independent factories have shut down: H. Upmann, Romeo y Julieta, La Escepcion, Sol, Belinda, La Flor de A. Fernandez Garcia, La Dilingencia, Eden, El Rey del Mundo, Lord Beaconsfield, Newton, La Flor el Todo, La Miel, La Flor del Puro Habano, La Sabrosa, Partagas, Redencion and La Flor de Carlos E. Beck. Possibly more yet may follow suit. It is said that 3,000 cigarmakers are thereby made idle, and if the number of resagadores, strippers, and label pasters are added, and all the help needed in running a first class cigar factory, the number of all grades will reach close to 8,000 men, women and apprentices who will have to depend on their brother workmen for aid. The trust, as usual, for its own reason, is trying to make capital out of the strike, and has promised not to reduce its force, although if the independent manufacturers have no orders probably the trust has none either, and therefore must be working only upon increasing its stock. The Union of Manufacturers at its last meeting resolved not to make any compulsory order to close, but left all of its members (the trust is no longer a member) a free hand to continue to work, if by peculiar position they felt like doing so, so Por Larranaga and La Flor de P. A. Estanillo, as well as Benito Suarez and Punch, have not closed as yet, and say they will continue to work with their present forces. The whole strike appears foolish on the part of the men, as it commenced in the country, and they, instead of working and helping their non-working brothers if they wanted to do so, preferred to share their fate by suffering likewise. This idea of comradeship may appear highly romantic, but when hunger attacks them and their families, perhaps they may change their minds, particularly as it is very doubtful whether they will manage to get support and help from other people this time. The worst phase is that instead of acting manfully they quit work at the factories, leaving prepared (wetted) material without finishing their day's work, and thus they inflicted a severe loss upon the manufacturers, without the least benefit to themselves, but on the contrary causing bad blood and showing the vicious spirit that animated them in striking, and which will result in killing the little symapthy which some people may have felt for them. It is not believed that this strike will last any length of time, for two causes: 1st—Because the strikers will not get any assistance, and 2nd—Because with renewed orders the manufacturers will start up their factories with the former complement of hands.

H. Upmann & Co. shipped 700,000 cigars last week.

Buying, Selling and Other Notes of Interest.

Sobrs. de A. Gonzalez sold 350 bales of 1st and 2nd capaduras of Remedios last week.

Leslie Pantin did considerable business for his customers, and even after they had gone registered several vegas of tobacco.

Suarez Hnos. disposed of 300 bales of Vuelta Abajo during the past eight days, and they also sold some 349 bales of Remedios in December which have been omitted in the heretofore published figures.

Louis Goldschmidt and his son Aleck did not make a long stay, but they managed to purchase some fair lots of leaf.

Jose F. Rocha closed out 150 bales of Vuelta Abajo and Partido to one of his customers.

G. W. Nichols, and A. Artolozaga made some good purchases for their Key West factory.

Sylvester & Stern were sellers of 150 bales of Vuelta Abajo and Partido from their stocks.

J. A. Lozano was a buyer of some first class vegas for his Tampa factory.

Cesareo Vigil, well known as a large packer and dealer in Havana tobacco at New York, and who retired in 1897, arrived here last week from Gijon, Spain. He looks well and hearty, but evidently has no desire to enter the ranks of leaf dealers here or in New York, and his principal object seems to be to spend the winter months in our beautiful climate and then to return to Spain, his beloved home. However, he still takes an interest in leaf matters, and expressed himself with a good deal of common sense about the present situation.

RECEIPTS FROM THE COUNTRY.

From January 1st to January 9, 1908.

587	bales	Vuelta Abajo
13	"	Semi Vuelta
30	"	Partido
928	"	Remedios
74	"	Santiago de Cuba
Total 1,632	bales	

Peper Tobacco Co. Directors.

St Louis, Mo., Jan. 17.

Directors to serve for the ensuing year were elected this week by the Christian Peper Tobacco Co., and consisted of the following: Fred.C. Peper, Christian Peper, Jr., Wm. F. Schulte, J. Henry Jurgens and Mrs M. P. Ball.

RUTHERFORD CLEAR HAVANA CIGARS

Are Popular Because They Please the Consumer.

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" — **HABANA, CUBA**

JOS. MENDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market
Correspondence solicited in English

Monte 156, P. O. Box 595 — HABANA, CUBA — Cable: "Calda"

EDEN CIGAR FACTORY

of BANCES & LOPEZ
HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

ERNEST ELLINGER & CO. Office, Nos. 87-89 Pine Street New York
Importers of HAVANA TOBACCO

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of Leaf Tobacco
Telephone: 346 John 150 Water St., NEW YORK

Starr Brothers
IMPORTERS and PACKERS of LEAF TOBACCO
131 Water Street
Established 1888 NEW YORK Telephone: 4027 John

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World

New York, January 21.

New York Leaf Market.

There is some encouragement in the improvement which has been experienced in the leaf tobacco market during the past week. True, there were no single transactions that are particularly worthy of note, but numerous smaller sales made up a business that was considerable in volume. Inquiries for all types of cigar leaf are coming in in greater numbers, indicating that manufacturers are at least prospecting in this market, even if now buying only in small quantities and of such goods as apparently are desired for immediate use.

There has so far been no demoralizing change in prices and no noticeable sacrifices of any kind in domestic cigar leaf tobacco.

In Sumatra tobacco there was a more active market than for some weeks previous.

The Havana market has failed of activity because of the inadequate supply of old goods, and the fact that new goods are still slow in coming in.

No difficulty is experienced in placing desirable lots of old tobacco.

• • •

Cigar Manufacturers.

Contrary to expectations the cigar manufacturers are not yet having the revival which was anticipated might set in by this time.

It was the general belief that jobbers' stocks must of necessity have been reduced almost to the minimum, but salesmen's visits have revealed the fact that stocks in hand are much larger than was expected would be the case, showing conclusively that wholesale houses had so very materially reduced the volume of business just prior to the holidays, by a close scrutiny of credits that, even though they bought only very moderately during December, they still have heavy stocks on hand, and could not be induced to take on any more goods for the immediate present than were actually needed to fill out certain lots.

• • •

Fifth Avenue 'Bus Advertising Enjoined.

Municipal efforts to develop a city beautiful and prevent commercialism from offending the artistic sense were given an uplift Saturday last when Justice Leventritt, in the Supreme Court, decided that the suit brought against the city by the Fifth Avenue Coach Company to enjoin municipal interference with the advertising signs displayed on the exterior of its 'buses must be dismissed on its merits.

The 'buses, plying up and down fashionable Fifth avenue, succeeded a year ago the old stage coaches which were regarded as relics of old New York. The new double deck electric 'buses were plastered from top to bottom with garish advertising signs. The space was being used quite liberally in exploiting various products of the American Tobacco Co.

• • •

Rose & Wobbe Incorporate.

A charter was granted on the 14th inst. to Rose & Wobbe, with a capital of $200,000, to pack, import and deal in tobacco. The incorporators were: Menko Rose, 86 West 118th street, Chas. W. Wobbe, 429 West Twenty-first street, and Wm. Fox, 37 West 118th street, New York. The general offices of the firm are at 158 Water street.

• • •

Boston Jobbers Incorporate in New York.

The George S. Harris Cigar Co. has been incorporated at Albany, with a nominal capital of $1,000. The directors are George S. Harris, 162 Humboldt avenue, Boston, Mass.; K. Richard Wallach, and B. Benj. Schiff, 27 William street, New York. Mr. Harris is the senior of the prominent Boston jobbing house of George S. Harris & Son.

• • •

Morris Tropauer's Schedule.

A schedule has been filed of the bankrupt estate of Morris J. Tropauer, wholesale cigar dealer at 714 Lexington avenue, showing liabilities of $12,374, and good assets of $5,126, consisting of stock, $2,051; accounts $1,721, and fixtures, etc. He also names three trademarks, upon which he places a valuation of $5,000.

• • •

Starr Bros. Dissolution.

The leaf tobacco firm of Starr Bros., at 1311 Water street, has been dissolved. They had been in business for a period of twenty years, and were extensive handlers of Connecticut and other domestic leaf tobaccos, as well as importers of Havana leaf.

Mr. Robert Starr has retired from the firm, and expects to engage in the leaf tobacco business at Hartford, Conn., but the present business will be continued at the old address by Nathan Starr.

• • •

Upmann Representative Laid Up.

Word has been received from Havana to the effect that Charles Landau, the United States and Canadian agent for H. Upmann & Co., of Havana, and who is now in Cuba, is laid up with a bad attack of rheumatism which compelled him to postpone his return to the States. He had expected to return last week.

• • •

George L. Storm & Co.'s New Vice President.

Maurice Robinson, who has been for eight years connected as traveling representative with George L. Storm & Co., has been elected to the vice presidency of that company, and placed in full charge of the selling staff of the house.

His promotion is a marked tribute

(Co cluded on p. 14)

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

Announcement

We beg to inform the trade that the following grades of our 1907 crop of

Shade Grown Florida Sumatra

Are NOW READY for Inspection.

Light Primes
Medium Primes
Seconds
In All Sizes

Our Packings Need No Introduction to the Trade in General

We have spared neither effort nor expense
to make this our finest crop.

FLORIDA TOBACCO CO.

131 Maiden Lane, New York

Plantations: QUINCY, FLORIDA

Largest Exclusive Handlers of Shade Grown Florida Sumatra

E. A. CÁLVES & Co. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

TAFT'S PHILIPPINE SPEECH.

In a recent address, before 400 Boston ministers, Secretary Taft said great progress had been made in the last five years, but that the movement of education has been held back by lack of funds. He hoped that the islands would not be given up entirely to the sugar or tobacco industry, because both were controlled more or less by policies of the business world. He considered that the hemp industry was the most lucrative, while he strongly advocated the removal of the American tariff on sugar and tobacco from the Philippines.

By reason of reports from Washington to the effect that another Philippine Free Trade Bill was to go before Congress during the present year, the trade had already become pretty well aroused to the necessity of much vigilence, and the Secretary's address had the further effect of positive conviction that he will again bring every influence possible to bear on such a measure, which he so strongly advocated at the previous session of Congress. Henceforth every move of our national legislators will be most carefully scrutinized, and concerted action on the part of the different branches of the tobacco trade may be expected to develop momentarily.

It will likely be another long siege, the ultimate outcome of which is regarded with less serenity than the previous attempts at the passage of such a bill.

Since, as Secretary Taft said, the ultimate self-government of the islands could be given to their people not earlier than a generation, or perhaps two of them, it would be a long time before such an act, if once enacted, would likely be repealed or rescinded, and the trade is fully cognizant of that fact. If the free admission of Philippine tobacco products should be injurious to the welfare of the industry in this country, the injurious effect would be for an almost indefinite period.

THE LOCAL TOBACCO NEWS

The local trade is greatly gratified that an improvement has set in, even if purchases are resuming only in a small way. The fact is that every house is now making daily sales of such goods as the trade needs for immediate use.

There is also further encouragement in the fact that inquiry for goods and prices is growing steadily, indicating that as soon as trade becomes more nearly normal with manufacturers there is likely to be a fairly active leaf market in domestic tobaccos.

In Havana tobacco importers claim it is more a matter of getting the desired goods than of being able to find a buyer. Of course old goods are wanted, and that class is not so plentiful. What stocks are held here are finding customers ready to look at them.

Sumatra tobacco has been in fairly good demand. Although sales were not in large amounts numerous sample bales were sent out, and prospects are favorable for some fair sized orders following in the near future.

The manufacturing industry here is, perhaps, in better condition than in many sections of the country, and not only are factories beginning to resume with all former hands employed, but in a few exceptional cases forces are being increased.

Retail dealers have better reports to give out than at any time since the holidays, and the favorable weather has also been very helpful to them.

It is stated that a Philadelphia cigar manufacturing firm has effected a private settlement with its creditors, and business is being continued as heretofore.

Col. Levine, veteran cigar salesman, traveling for H. C. Nolan & Co., at Lansdale, has started out for an extended trip through the Far West, where he has a host of friends who are always glad to see him.

Vetterlein Bros. have added another factory to their list. They have secured the building at Sellersville formerly occupied by A. R. Cressman's Sons, who some months ago removed to 514 Pine street, this city.

A. B. Cunningham & Co. have taken possession of their former warehouse at 37 and 39 North Second street, which was gutted by fire some weeks ago.

S. Weinberg last week again took possession of his former warehouse at 121 North Third street, an adjustment of the damage done to his stock having been effected.

Emanuel Cohn, of the Globe Cigar Co., at Ephrata, has opened a leaf tobacco salesroom on Third street above Race, and has placed Louis Friedberg, a son of J. Friedberg, cigarette manufacturer at 604 South Third street, in charge of the place.

There has been considerable activity at the offices of Dohan & Taitt since New Year, and not a day has passed that some shipments were not made.

John T. Dee, of the Theobald & Oppenheimer Co., who has been for some years located in Chicago, has removed to this city and taken full charge of the sales forces. He has been a traveling man for nearly a quarter of a century.

A. Boyd Wilson, formerly with Trujillo & Co., but now representing John W. Merriam & Co., made his initial visit for that firm to this city last week.

W. P. Bushell, with E. M. Schwartz & Co., stopped off at Philadelphia last week, enroute to the South and West.

M. J. Dalton will leave shortly on his annual visit to Havana, and will be accompanied by George W. Worthington, manager of his branch store at 533 Chestnut street.

THE TOBACCO WORLD
ESTABLISHED 1881 INCORPORATED 1902
Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia
Cable Address, "Baccoworld." Havana Office, Prado 36, Altos.
ADVERTISING RATES ON APPLICATION.
By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy.
Foreign Subscription, for all Countries of the Postal Union and Canada, $2.00 the Year.
Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, JANUARY 22, 1908.

Cigar Manufacturer as Factory Inspector.

St. Cloud, Minn., Jan. 18.

Louis Gerard, of this city, the well known cigar manufacturer, has received the appointment of deputy factory inspector for this district at the hands of Governor Johnson and will succeed Paul Friedlander in that position. The appointment was made on Tuesday last, even while a number of other prospective candidates were skirmishing round for endorsements.

Mr. Gerard it is said, was appointed because he is a German and the district is German, and because he had the endorsement of the local labor bodies.

Guards for Kentucky Warehouses

Nashville, Tenn., Jan. 17.

The American Snuff Company, one of the largest consumers of the dark tobacco raised in Night Rider districts of Tennessee and Kentucky, in view of the recent night riding outrages going on in the dark tobacco belt of the two States for several months, have decided to guard its property more closely. The Nashville and Clarksville mangers decided to employ additional watchmen for their warehouses, located in the Clarksville district.

Ex-Patrolman Charley Alley was selected as foreman of the men, and James Holerhan, Walter Johnson, Horace Alley, Smiley Clemmons, Charley Miller and Hugh Etheridge were employed to accompany him to Clarksville and report for duty. Arrangements for transportation were immediately made and the men left upon their mission.

New York State Growers to Meet.

Baldwinsville, N. Y., Jan 17.

The annual meeting of the New York State Tobacco Growers' Association will be held January 25, at 10 a. m., at the Town Hall in Baldwinsville.

The plan of giving prizes for the best samples of native tobacco has been abandoned, but there will be an interesting and instructive exhibition of wrapper and filler tobaccos grown in the Onondaga district, with a statement of the yield per acre and the fertilizers used to produce the crops.

Independent Tobacco Men Elect Officers.

Washington, Jan. 21.

The Independent Tobacco Manufacturers' Association of the United States at its annual session in this city today, elected the following officers: President, Hugh Campbell, Richmond, Va.; Vice President, William E. Strater, Louisville, Ky.; Secretary-Treasurer, R. F. Whalen, Rochester, N. Y.; Directors, S. S. Bloch, Wheeling, W. Va.; George T. Brown, Winston-Salem, N. C.; C. D. Larus, Richmond, Va.; Albert Weisert, St. Louis; Hiram D. Miller, Philadelphia.

SPECIAL NOTICES.
(12½ cents per line, 8 point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LaSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18ca

We Want to Send FREE
To every Cigar and Tobacco Man
Our NATIONAL CATALOGUE of Tools, Supplies and Novelties
a reference book that makes buying easy and profitable.
Make your request on your letter-head today.
NATIONAL SELLING COMPANY
Allentown, Pa. 11-13ch

A GOOD SALESMAN wants to represent, in the Eastern States, a Union factory making Seed, Florida and Sumatra wrapper goods; also a non-union factory making cigars from $11 to $20, Londres and Perfecto shapes; commission basis. Address W. H., care of The Tobacco World, Phila. 1-22c

TRICK CIGARS--Perfectly harmless. Packed 25 in a box, and banded. Just the novelty to increase your business and make big profits. Price $25 per M. Agents wanted. Write for samples. Address F., care of The Tobacco World, Phila. 10-2tf

WANTED, by an experienced cigar man, Pennsylvania accounts ranging from $8 to $25 per thousand. Territory, all New England. References exchanged. A. Wilson, 6 Milk Street, Boston, Mass. 12-11tf

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

WANTED TO PURCHASE $2,000 to $5,000 Cigar Factory; give full description, class of goods made, stock on hand, location, etc. Address A. A. 1, care Tobacco World. 12-12tf

CIGAR FOREMAN who has been employed in large factory for years—up to date in every respect—is open for position. Address Box 4, care of The Tobacco World, Phila. 1-22c

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER
Monroe D. Sellers, Sellersville, Pa.

Take no other but the Genuine
Established 1869
Incorporated 1893
Juan F. Portuondo CIGARS

Registered in U. S. Patent Office
Every Box of the GENUINE PORTUONDO CIGARS
Carries this Trade Mark and Signature of Juan F. Portuondo
There are more IMITATIONS of this old established and JUSTLY FAMOUS brand of cigars than any other cigar in the world.
MANUFACTURED ONLY BY
The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia.

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED
The Krohn Tobacco Co.
(of WINDSOR, CONN.)
Our Plantations are in the most famous growing section
Fine Handling Superb Quality
Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

EDWARD E. SIMONSON
Packer of and Dealer in
Leaf Tobacco
Tobacco Bought and Packed on Commission
Stoughton, Wis.

L. J. SMITH & CO.
Wholesale
Cigar Manufacturers
and Dealers in Leaf Tobacco
Red Lion, Pa.

With Specially Designed Bands.
and PAN ANNA
5c. Cigars
TWO HAVANAS
Two for Five Cents
Correspondence with Responsible Houses solicited.
Private Brands made to order.

Keyno
HAVANA SHORTS
2 oz. 5c.
Private Brands for Jobbers a Specialty
Norristown Tobacco Works
NORRISTOWN, PA.
Manufacturers of
Havana Shorts
Samples submitted on application

SAMUEL HARTMAN & CO.
DEALERS AND PACKERS OF
Domestic Leaf Tobacco of All Kinds
CONNECTICUT A SPECIALTY
Office and Salesroom:
313 and 315 West Grant Street
Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

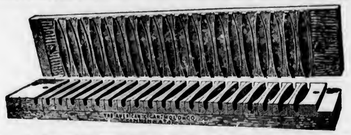
SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers
Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & Co.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart
Dallas Cigar Co
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna



SAVE AGENT'S COMMISSION
Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.
Send for our Catalogue of 1,500 Shapes
The American Cigar Mold Co., Cincinnati, O.

NEW YORK CORRESPONDENCE

(Concluded from p. 10)

of appreciation of his efforts and success. He has been the recipient of congratulations from his many friends in the trade.

• • •

L. Sanchez & Co.'s New Representative.

W. H. Terrill, formerly a traveling representative with Sanchez y Haya, has been secured by L. Sanchez & Co., who are also manufacturers of clear Havana cigars. He will cover Pacific Coast States as far South as Texas.

• • •

The firm of Roseno Bros. Inc., has been formed to grow tobacco, manufacture cigars, etc., with a capital of $25,000. The incorporators were Louis, Daniel and Isaac Roseno, all of 114 Spring street, New York.

• • •

R. R. Uhler, of Lebanon, Pennsylvania representative of H. Duys & Co., was a recent visitor at the firm's headquarters here.

• • •

Jos. S. Vetterlein, of Vetterlein Bros., Philadelphia, John N. Kolb, of the Theobald & Oppenheimer Co., and Wm. Yocum, of Yocum Bros., Reading, Pa., were visitors in New York last week.

• • •

H. S. Rothschild, of Rothschild & Bro., has returned to this city after a brief visit to the Detroit offices.

TRADE QUIET AT THE HUB

Crisp Notes as to What Well Known People are Doing There.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]
Boston, Mass., Jan. 20.

Trade conditions have been very quiet the past week, in fact many of our jobbing houses have reduced their list of slow paying customers and will continue to do so till business gets more normal. Although the trade is very quiet, salesmen are here in large numbers.

The Mentor Co., makers of the original Ramly cigarettes, have five or six salesmen out working the Hub on their brand. With each 250 box purchased the retailer receives three packages of the Mentor No. 2 gratis, which is a 15 cent package. Dick Laurence, who is now at the head of the sales department of the Mentor company is well known to the trade owing to his former connections with the trust.

Most of our jobbing houses have taken on the Ramly brand, and many have their salesmen taking orders for samples boxes from their own trade.

There is a rumor afloat that on or about February 1, the Mentor Co., will consolidate their business with that of the Menashi-Khoury Co., makers of the popular Menashi and El Ahram high grade cigarettes.

R. D. Carnes, New England manager of the Ware-Kramer Tobacco Co., is spending a few days visiting the trade in Vermont, where the White Rolls cigarettes are fast becoming good sellers.

S. Grysmisch, manufacturer of the well known S. G. 10 cent Londres, is on a trip to Cuba, where he intends to purchase a large supply of the new crop Havana tobacco.

Alexander Herbert, of the Phillip Morris Co., was in town this week going the rounds in company with H. E. Nichols, the firm's New England representative. Mr. Herbert was well pleased with the rapid progress of the Phillip Morris cigarette in this market, due to a great extent to the personality of Mr. Nichols, who is one of the most fetching cigarette salesmen coming to Boston.

Frank H. Swick, formerly with the Khedivial Co., is now in charge of the cigarette business here of the Surbrug Co., while B. B. Bates is now in charge of the tobacco end of the business, using as leaders Bohemian Mixture and Players sliced plug. The latter brand is a 25 cent package, and is attractively put up in 2, 4, 8 and 16 oz. packages. The tobacco has considerable merit about it and ought to prove to be a ready seller.

Mr. Swick is working on the Egyptian Arabs, and Dolma cigarettes are being given gratis to any retailer ordering the Arabs.

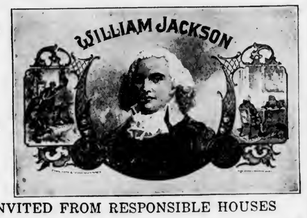
The Nestor Gianaclis Co. have come out with a gratis deal on their Nestor and Royal Nestor cigarettes. With each 250 carton of either Nestor or

HUNTER—A Nickel Cigar
Has won many races for dealers. Try it.

E. ROSENWALD & BRO.

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade
Seed and Havana
Cigars



CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge
Cigar Box Factory
CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

E. RENNINGER
Established 1889
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

LITHOGRAPHERS AND PRINTERS
312-316 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
NEW YORK
CIGAR LABELS AND BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.
CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
Chaskel Chemical Works
265 West Broadway, New York

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc.
MANUFACTURERS
814-832 N. LAWRENCE ST., PHILADELPHIA
SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
CIGAR RIBBONS

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an
Exclusive line of

NICKEL GOODS

Which can be recommended for
Qnality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

of All Grades

Craley, Penna.

Royal Nestor, two packages of Royal are being given free, and with each 500 carton five packages are given. This gratis deal is on only for a limited time, and jobbers and retailers alike are taking advantage of the snap. Many attractive Nestor window displays can be seen about town. Courtney Perkins, the window display expert, is making good. Louis Shapiro and C. H Williams will start shortly on a six weeks trip to drum the principal cities and towns in New England, while Charley Ellis will look after the local trade.

Abe Pariera, of Pariera & Co., leaf tobacco dealers, Philadelphia, known also as honest "Old Abe" spent several days in Boston the past week.

C. R. Lovell, a New York cigar broker, handling L. Kahner & Co.'s goods, and also carrying a few brands made by Imhoff & Co., Denver, Pa., was in town and did his usual quota of business.

Sam M. Frank, of S. M. Frank & Co., Julius Weiss, with Kaufman Bros. & Bondy, and D. B. Bendheim, representing the Metropolitan Tobacco Co., New York, were the three pipe salesmen in town this week.

Sam Marcuson (Khedivial Co.) has a neat window display of the Oxford cigarettes this week in H. J. Mandel's window, which is working wonders.

I understand that Dick Tobin, who for many years has been with H. Traiser & Co., is no longer in their employ. Ben Ali.

QUIET RULES IN LANCASTER

Buyers Scarce and Sales Small. Cigar Factories Also Dull.

Lancaster, Pa., Jan. 20.

Conditions in the local leaf tobacco market are unchanged and remain very quiet. There has been a little buying by out of town visitors, but only in very moderate quantities.

Packers are pretty thoroughly convinced now that there will not be any material change for probably a few weeks to come. Business is extremely quiet with the general run of manufacturers, and none of them are at all anxious to do any buying of leaf tobacco. There is an occasional factory that has sufficient orders on hand to employ its usual force of cigarmakers, but they are indeed exceptional.

Meyer and Sam Jaskulek, of M. Jaskulek & Co., Cleveland, O., have been recent visitors in the leaf tobacco market here.

Barney Livingston, who recently engaged in the leaf tobacco business on his own responsibility at 212 Pearl street, New York, is now covering the trade in this section.

Chas. W. Salomon, of New York, and D. E. Salomon, a brother, but who is traveling for John Leopold & Son, of New York, are also covering Pennsylvania territory now.

T. R. Wheeler, with S. Rossin & Son, New York, was taken ill last week at a hotel in this city and for several days was confined to his room with an attack of the grip.

Chas. J. Lederman has engaged a on of T. R. Wheeler, and he has already taken up his new duties.

John F. Heiland has returned from a short trip through the Connecticut Valley region, on a purchasing expedition.

Chas. W. Bitner, of this city, has formed a partnership with George W. Newman, of Philadelphia, who was a member of the former firm of Young & Newman, which went out of business a year or so ago.

Chas. Cohen, with B. Labe & Sons, Philadelphia, is now making his first trip for the new year through this section.

Resumption at Danville.

Danville, Va., Jan. 18.

The various tobacco warehouses of the city resumed sales last week after a two weeks holiday recess and for the first time in a fortnight the sound of the auctioneers' voices was heard on their floors.

A good many farmers came in to take advantage of the opportunity of disposing of their weed and a good deal of tobacco was sold.

The warehouse clerks will have to get into harness quickly, as it is expected that should the season be good a large quantity will be sold here in the next few weeks. Christmas expenses had about depleted the purses of nearly all of the sovereigns of the soil in this neighborhood and they will need to market their product to replenish same.

The merchants as usual welcome the procession of farmers to the city, and an added stimulus to trade will be given by these residents of the tobacco belt for miles around, who appreciating the advantages that Danville offers as the largest leaf tobacco market in the world, with its great corps of buyers, will go nowhere else.

—Richard H. Bixler will open a union cigar factory in the near future at Reading, Pa.

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a pleasure to look over our Samples

Samples cheerfully submitted upon request — P. O. Box 96

CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specially

32 and 34 East Chestnut Street, Lancaster, Pa.

W. B. HOSTETTER & CO.

Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue, York, Penna.

We Make SCRAP FILLER for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

Nos. 49 and 51 West James Street
Lancaster, Pa.

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Also, All Grades of
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THE TRADE IN READING.

Boyertown Disaster Causes Sorrow in the City. Many Victims Well Known to the Trade. Notes of the Cigar Industry.

Reading, Pa., Jan. 20.

A general gloom was cast over this city last week by the horrible disaster at Boyertown on Monday night, owing to the destruction of the Rhoads Opera House, which cost nearly 200 lives, many of the victims and members of the bereaved families being well known to the trade here. Not only did employes of the town's cigar factories meet an untimely fate, but some of the manufacturers lost members of their families by the sad catastrophe.

Among the dead were a daughter of F. J. Ritter, a cigar manufacturer, also John Graber, a son of Albert Graber, who is foreman at the Eisenlohr factory. He had escaped from the doomed structure, but was run over by a fire engine and died two hours later as a result of his injuries.

The wife and a sister-in-law of Harry Leinbach, who is employed as bookkeeper by Henry Rindskopf, a leaf tobacco dealer of this city, were also among the dead.

Various degrees of activity are reported by the trade here; a few of the smaller factories report fairly good orders since the beginning of the new year, and again some others are going out of business.

It is reported that the N. & N. Cigar Co., a small factory on North Eighth street, contemplate the discontinuance of their manufacturing department.

The Kline Cigar Co. also are beginning to close out their business.

W. W. Riegel, at Third and Greenwich streets, will, as soon as the necessary arrangements can be made, relinquish the manufacturing business, to devote his entire time to a leaf tobacco trade which has been growing steadily for some time past.

There was quite a gathering of leaf tobacco salesmen in this city during the past week. Among the number noticed by the writer were L. F. Mueller, with Cullman Bros., M. Levine, with M. F. Schneider, D. Kalberman, with Jos. Hirsch & Son, R. R. Uhler and son George, with H. Duys & Co., all of New York, and Julius Eckerson, of F. Eckerson & Co., Philadelphia.

Alfred W. Penner, with Dohan & Taitt, Philadelphia, made his initial trip here for that house last week.

Some very attractive calendars of H. Duys & Co. were distributed among the trade in this vicinity.

John U. Fehr & Son report that their sales of leaf tobacco this month so far have been quite satisfactory for January, and that the month is exceeding in volume the business during the month of November or December, 1906, which is, to say the least, encouraging.

The cigar box manufacturing industry, the activity of which is generally a fair barometer of the conditions of the cigar industry, is not at present very active, and some have only scant orders on hand, not sufficient to keep them running steadily.

The year 1907 closed a very excellent volume of business with M. Steppacher, of this city, who is one of the oldest and best known manufacturers of union made cigars in this section of the country. It is agreeable to note that the demand for goods from his factory runs largely on the 10 cent grade.

W. W. Stewart, of W. W. Stewart & Sons, has been confined to his home for some days by an attack of rheumatism, but is now improving.

John U. Fehr & Son report a very satisfactory business in leaf tobacco during the first two weeks of this month, among manufacturers who have needed certain goods for immediate use.

Lengel & Ernst are now running on full time. Jerome Lengel, of the firm, recently returned from a visit through the coal regions and reports a fairly satisfactory condition in that section.

George W. Shupp & Co., at 863 North Sixth street, will hereafter go under the name of the Original Cigar Factory. They are increasing their force and report prospects good.

THE MINNESOTA TOBACCO LAW

Strict Regulations as to Selling or Giving Cigarettes to Minors.

The following is the text of the Minnesota law now in force as to the sale of tobacco and cigarettes:

An Act to prohibit the manufacture, sale or use of adulterated cigarettes, and prohibiting the use of tobacco by minor persons, and by all minor pupils of public schools.

Section 1. Any person within the State who manufactures, sells or gives to anyone, or uses any cigarette containing any substance foreign to tobacco, shall be punished by a fine of not more than fifty dollars or imprisonment in a county jail for not more than thirty days.

Section 2. Any person within this State who sells, gives to or in any way furnishes any cigarettes, cigars or tobacco in any form to any person under eighteen years of age, or to any minor pupil in any school, college or university, shall be punished by a fine not to exceed fifty dollars or imprisonment in the county jail not to exceed thirty days for each offense.

Section 3. Any person under eighteen years of age, any minor pupil, as described in section two of this act, who shall smoke or use cigarettes, cigars or tobacco in any form on any public highway, street, alley, park or other lands used for public purposes, or in any public place of business, shall be arrested by an officer of the law, who may be cognizant of

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Made in the good old way.
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UNION MADE
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Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

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Samples on application
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Manufacturers of
High Grade Union Made
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FOR THE Wholesale Trade Only
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Maker of
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Correspondence invited

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Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

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Cigars always duplicate

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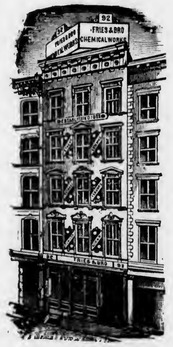
Manufacturer of Cigars for the Wholesale Trade

OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.

ALLEN GOODRICH, 3c.

Samples to Responsible Houses



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such offense; and further, it shall be the duty of all such officers, upon complaint of one citizen, to arrest such offenders and take them before the proper court. The court shall impose a punishment at its discretion in the sum of not to exceed ten dollars, or imprisonment in the county jail not to exceed five days for each offense; provided, if said minor person shall give information which may lead to the arrest of the person or persons violating section two of this act, in giving or selling to, or in any way furnishing said minor person tobacco, and shall give evidence as a witness in such proceedings against said party or parties, the court shall have power to suspend sentence against such minor person.

Section 4. Any person who harbors or grants to persons under eighteen years of age, or to minor pupils as described in section two of this act, privilege of gathering upon or frequenting any property or lands held by him, for the purpose of indulging in the use of cigarettes, cigars, or tobacco in any form, shall be held in the same penalty as provided for in section two of this act; provided, that no part of this act shall be so construed as to interfere with the rights of parents or lawful guardians in the rearing and management of their minor heirs or wards, within the bounds of their own private premises.

Section 5. Be it further enacted that grand juries shall have inquisitorial powers over offenses committed under this act.

Section 6. All acts and parts of acts inconsistent herewith are hereby repealed.

Section 7. This act shall take effect and be in force at the expiration of thirty days from the date of its passage and approval.

Approved April 24, 1907.

Leaf Tobacco Markets

BALDWINSVILLE, N. Y.

Local conditions remain unchanged. No outside buyers have appeared in the field and the growers are watching the market conditions in other States closely. A few are planning on assorting their crops, believing that an active market will be late in developing.—Gazette.

CONNECTICUT VALLEY.

Well, the ice has been broken in this vicinity, at least, and some few crops have changed hands during the past week. Although sales were at low prices, it shows that the packers have at last started to stock up their empty warehouses. But it is beginning rather late to do much business this winter, and if the present action is kept up, there will not be much to be bought of the farmers; for much tobacco is being taken into the private assorting shops here and there. I was talking with a prominent grower, and asked him if he had been called upon by any of the buyers. He said no, and that he did not want them to call, for he had made arrangements with L. A. Crafts of Whately to assort his crop, and that he would put the tobacco into Mr. Craft's buildings early this present week.

There will be some very nice tobacco this year. I examined a little of a lot of twelve tons that was fine tobacco. J. M. Crafts of Whately was visited last week by Mr. Alderman, who, after looking over his crop, inquired of Mr. Crafts his price, and did not appear to be frightened when he was told that it would take just 16 cents to buy the crop. But he could not pay the price quite yet, but thought the tobacco of that quality should bring good money. If they can buy a good lot of tobacco at their own figures they will take it. But I think not much will be bought for a price much over 14 cents, or not until they have picked most of the cheap grades.

Our correspondents write:

Conway, Mass.: "There has been a little stir here in tobacco the past week. Mendelsohn has bought three small lots. C. R. Cranson sold 7¼ acres at 10 cents; G. H. Johnson, three acres at 8 cents; A. J. Patterson, three acres at 10 cents. Max Antes of this town is buying some of the small lots and sorting them himself. He has bought of D. Miners four acres at 8 cents. H. D. Pease sold five acres at 8½ cents."

Leveret, Mass.: "Two or three lots of tobacco have been bought here by parties from North Hatfield, Mass."

Sunderland, Mass.: "W. W. Wolfram has bought of Frank Gripco a lot of twelve acres that weighed 11¾ tons. Alick Gripco, two tons at private terms, although Mr. Wolfram assured me that it cost all of ten cents. It was very pretty leaf and last year 16 cents or more would have been asked. They bought several other lots, but did not care to give names or prices yet."—American Cultivator.

EDGERTON, WIS.

While buyers are picking up a few crops of '07 leaf, there is still absent the indications of a general movement that ought to be due at this time of the year. The prices paid seem low enough to encourage trading if there were not some better reasons why the movement is not under way. We hear a few sales were made to Janesville buyers in the Orfordville district this week at figures around 8 cents, and further transactions reaching us are:

Hanson Bros., 4a at 9 and 2c.
Ole Bakken, 2a at 8 and 2c.
S. A. Hoffland, 7a at 8 and 2c.
T. Melheim, 6a at 7 and 2c.
Julius Sommerfeldt, 2a at 6 and 2c.

The new crop is being handled in three warehouses of this market in a limited way and the result of the grading is being watched with considerable interest as a guide for future business.

The old leaf market is a good deal of a deadlock. Some 1906 goods might be moved if packers were willing to accept losses but as yet they are not ready to do so, and thus matters stand until one party makes a concession. We learn a few hundred cases of 1905 goods were sold by a Janesville packer to an Eastern house this week.

Shipments 400 cases.—Reporter.

—T. H. Doneghue, of Carmi, Ill., has arrived at Gadsden, Fla., to open the cigar factory of Long & Doneghue.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA

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HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.

MANUFACTURERS OF

Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS

NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

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10c.—UNCLE JOSS—5c.

Pretty Bessie, York Nick, Best Known } 5c.

Two Cracker Jacks (2 for 5 cents)

Oak Mountain Bouquet—Boston Beauties
Puro—Porto Rico Crooks

Correspondence with the Wholesale and Jobbing Trade Only invited.
Capacity, 25,000 per day. Telegraph—York, Pa.

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The illustration shows the exact size of the Pen; if not satisfactory for any reason, it will be exchanged cheerfully.
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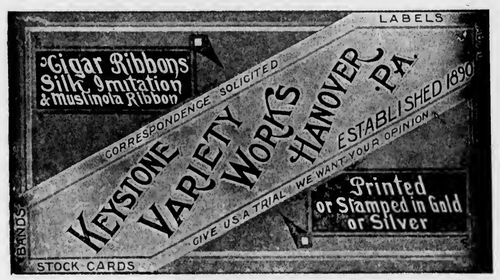

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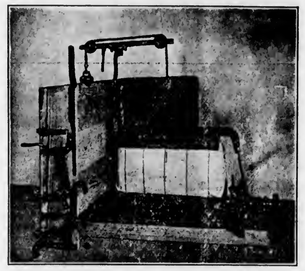

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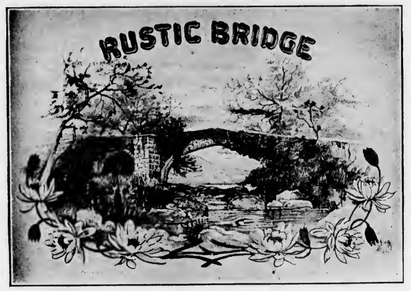
W. A. LAHR



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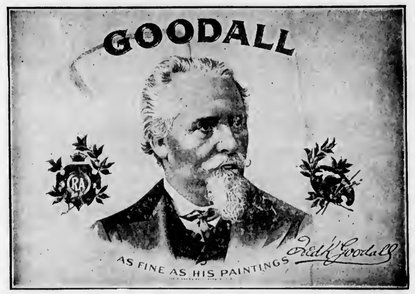

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615 Market St., Philada.
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CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Factory 1839, First District Penna

W. K. Gresh & Sons, Makers, Norristown, Pa.

Wanted—CUTTINGS—SCRAPS—SIFTINGS
EMIL BERGER TOBACCO CO.
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For Sale { CIGAR SCRAPS—Clean and Sound
Write Us for Prices
EMIL BERGER TOBACCO CO., 6-8-10 Gouverneur Slip, NEW YORK

THE TOBACCO WORLD

Vol. XXVIII., No. 5 PHILADELPHIA, JANUARY 29, 1908 One Dollar the Year

Jacksonville's New and Important Industry.

Jacksonville, Fla., Jan. 24.

Through the efforts of the Jacksonville Board of Trade, and especially the work of Capt. Charles E. Garner, President of the Board, a handsome new building is being erected on Ashley street, just east of Bridge street, and when completed it will be occupied by the Gonzalez and Sanchez Company, manufacturers of high-grade Havana cigars and dealers in leaf tobacco.

The Gonzalez and Sanchez Company is not a new institution, for it has been operating a cigar factory in this city for some years, but on a much smaller scale than it will in the future in its new factory building.

An officer of the company stated there should be a correction of an erroneous impression given by the papers several months ago, through misunderstanding, when this matter was first given some publicity. I refer to the references made then to Cuesta, Rey & Co. As is very well known, Cuesta, Rey & Co. have one of the largest factories in Tampa. While they are interested in our business to a considerable extent and our relations are very intimate, yet the management and administration of the two factories are entirely separate and distinct.

"The factory here—our factory—has always been operated under the separate corporate name of Gonzalez and Sanchez Company, and has its own brands, labels and devices, all of which have no relation whatever with its Tampa connection. The Gonzalez and Sanchez Company was organized here in Jacksonville by Cuesta, Rey & Co. as principal owners, several years before the big fire. It was originally designed to be an auxiliary plant in case of strike tie-ups at Tampa. The business in the beginning was almost exclusively confined to making cigars for Cuesta, Rey & Co., and under their labels, but it was not long before the Gonzalez and Sanchez Company's own brands became so popular that enlargements to the business became necessary, and gradually developed the factory into one of the largest clear Havana houses in the country. Two years ago the company was re-organized under the same name, Cuesta-Rey still retaining, as they do now, an important interest. But the personnel of the administration was changed, and a vigorous campaign begun to make Jacksonville's big Havana factory famous.

"No better illustration of the success achieved could be given than the big factory building just commenced on West Ashley street for our use. Six months ago it was a serious question whether we should be compelled to move to Tampa in order to get adequate and suitable quarters. The history of our efforts to remain here, and the valuable assistance rendered by the Jacksonville Board of Trade and its capable and untiring President, are already known."

Enterprise at Columbus, Ga.

Columbus, Ga., Jan. 24.

A petition for incorporation has been filed in the superior court of Muscogee county asking for a charter for the Georgia Tobacco Company. The petitioners are J. J. Kaufman, W. E. Marcrum, S. M. Kaufman, A. A. McLeod and S. H. Kaufman. The capital stock of the corporation is placed at $10,000, with the privilege of increasing the same to an amount not exceeding $100,000.

The business of the company will be the dealing in a general way in cigars and tobacco, and the privilege of also selling soft drinks is prayed for by the petitioners.

The new company, it is understood, will take over the cigar and tobacco business of Kaufman Bros. Co.

Increasing Forces at Tampa.

Tampa, Fla., Jan. 24.

The various cigar factories throughout the city are increasing their forces now. The number of men recently put to work by the Havana-American Co. alone, in their various factories, numbered more than one thousand, and other additions will be made shortly.

The big Sanchez & Haya Co.'s factory resumed operations today with a full force of three hundred men. Other factories are increasing their forces.

Over in West Tampa there is not a factory that is not working a larger force than last week, and many of the factories have recruited their forces up to the full limit.

Some of the factories had shut down entirely to take stock and make general repairs. But now all the factories are going again and orders are increasing.

Iowa Jobbers Will Expand.

Marshalltown, Ia., Jan. 24.

Jasper H. Fisher, formerly of this city, has decided to return here to live and will enter business here, having purchased a half interest in the LaShelle Cigar Co. with which he will be actively identified from now on. He has resigned his position as traveling salesman for the United States Playing Card Company and has assumed his new duties. The LaShelle Cigar Company is one of the best known wholesale and retail tobacco companies in central Iowa and enjoys a very extenisve business, both locally and from outside points. The business was established about ten years ago and under the excellent management of S. W. LaShelle has grown until he has found it advisable to take in a partner upon whom some of the cares and responsibility of the company's affairs will devolve. It will also enable them to carry out long contemplated plans for its further improvement and development.

—G. W. Tutweiler has opened a cigar factory at Lincoln, Ill. He was formerly an employe of J. Stuckel, of that town, and is well known there. He will do a strictly wholesale business.

Equity Plans for a Million Dollar Factory.

Louisville, Ky., Jan. 24.

Prof. J. D. Clark, Secretary of the Fayette County Society of Equity, states that he has held a conference with a Northern Kentucky capitalist, who, with a number of associates, is considering the feasibility of establishing a large tobacco manufactory in the Burley district, and that Lexington is the preference for the location.

Prof. Clark says that in the conference the visitor, who prefers that his name shall not be known for the present, said: "If we decide upon Lexington as a location for the proposed tobacco manufactory we will erect a $1,000,000 plant and utilize a large per cent. of the white Burley crop in the manufacture of the brands we will put upon the market." The plan of the promoters is to interest the leading tobacco growers who are members of the Equity Society to take stock in the proposed enterprise. If they have not the ready cash an arrangement will be made to exchange their tobacco now in the pool for stock on a cash basis.

Prof. Clark says that the establishment of large independent tobacco manufactories in the Burley district will be the natural evolution of the present situation and that besides the Kentucky capitalists, a representative of an Eastern syndicate, which is considering the advisability of establishing a factory in this section, is also in this city. The Eastern people propose to put up a $500,000 manufactory, but also desire the members of the Society of Equity to take stock in the enterprise.

Louisville Exchange Officers Elected.

Louisville, Ky., Jan. 24.

The following officers and committees were elected at the annual meeting of the Louisville Leaf Tobacco Exchange:

W. O. Head, President; F. G. Harpring, Vice President; C. G. Peper, Second Vice President; F. W. H. Hahn, Treasurer, and R. B. Green, Secretary.

Executive Committee.—Laban Phelps, H. T. Larimore, A. P. Barnard, warehousemen; F. G. Harpring, F. W. H. Hahn, J. A. Robinson, buyers.

Arbitration Committee.—George C. Turner, J. G. Harris, C. A. Bridges, warehousemen; C. D. Campbell, S. P. Owen, W. D. Collins, buyers.

Committee on By-laws.—Henry Glover, J. C. Bright, Elam Perkins, warehousemen; W. D. Major, J. D. Shouse, J. M. Buckner, buyers.

Reclamation Committee.—J. C. Bright J. C. Stone, E. S. Reese, H. T. Larimore, warehousemen; J. F. Dannenhold, N. C. Shouse, Rucker Hampton, Frank Sutton, buyers.

W. O. Head succeeds Edward J. O'Brien, who has served six consecutive years and positively refused to stand for re-election.

Mr. Head, after his election, appointed the following committees, which are appointive and not elective:

Quotation Committee.—Henry Glover, F. G. Harpring, A. P. Barnard, E. J. O'Brien and R. B. Green.

Sales Committee.—J. A. Robinson, Henry Anderson and R. B. Green.

Storage Commitee.—W. C. Bridges and W. D. Major.

Connecticut Growers Again Protest.

Hartford, Conn., Jan. 24.

When the New England Tobacco Growers' Association met in annual session last week they again went on record as being opposed to any tariff concessions in favor of tobacco imported from the Philippine Islands, by adoption of the following resolution:

Resolved, That this association is as firmly opposed as heretofore to any alterations of the tariff on tobacco, whereby the interests of the New England tobacco growers are endangered or destroyed.

In addition to the election of officers there was a general discussion of matters of interest to the growers. These officers were elected: President, Thaddeus Graves, of Hatfield, Mass.; Vice President, Colonel E. N. Phelps, of Windsor, Conn.; Treasurer, W. S. Davis, of Hartford; Secretary, W. F. Andress of South Windsor, Conn.

New Illinois Factory Project.

Springfield, Ill., Jan. 24.

It is probable Springfield will be the location of the box, furniture and label factory to be erected by the Home Cigar Company, organized in Peoria recently. J. F. Ball of this city, who was elected President of the organization, and J. F. Mester, one of the directors, say Springfield has an excellent chance for the factory if the proper effort is put forth to secure it.

The company, as it now stands, is only a temporary organization formed that they might become incorporated.

When the corporation papers are secured another meeting will be held, officers elected and a permanent organization effected. The 134 men present at the meeting in Peoria do not comprise the membership.

The organization is a national one and it is expected stock will be sold to independent cigar manufacturers all over the United States. Only independent manufacturers who employ union men will be admitted to the organization. The object is to engage in the manufacture of cigar boxes, cigar store fixtures, labels, advertising matter, etc., and to buy tobacco, that the independent manufacturer may secure these articles at a reasonable price. The trusts have advanced these prices to such an extent that the manufacturers cannot afford to pay them, hence the organization.

The Home Company will employ its own salesmen, send buyers to the tobacco fields, and manufacture everything the dealers need. It will also manufacture a few brands of cigars and attempt to make them standard throughout the country.

College Professor Cigarette Factory President.

Roanoke, Va., Jan. 24.

At the last meeting of the Comas Cigarette Co., at Salem, Va., Dr. F. V. N. Painter, of Roanoke College, was appointed President of the company. A salary of $3,000 per annum is paid.

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

E. A. CÁLVES & CO. ....IMPORTERS of <C> HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

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115 Arch Street, Philadelphia

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FLOR de D&T

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Leaf Tobacco

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Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

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Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

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Importers & Packers of

HAVANA AND SUMATRA SEED LEAF TOBACCO

147 N. Third St, Philadelphia, Pa.

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

K. STRAUS — A. LOEB

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IMPORTERS OF

PACKERS OF LEAF TOBACCO — HAVANA

301 & 303 North 3rd St.

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Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in **Leaf Tobacco**

228 North Third St., Philadelphia

LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana**

and

Packers of **Leaf Tobacco**

306 North Third St., Phila.

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Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & CO. ....IMPORTERS of <C> HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut, is a fac-simile, in its actual size, of the Precinta or warranty stamp which is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these stamps, were made in Cuba by the Independent Manufacturers.

Thus a copy of that warranty stamp attached to any box of Cigars and Cigarettes or to any packages of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Habana, Cuba, with the genuine Tobacco Leaf grown in the famous Vuelta Abajo

DON'T FORGET THIS, RETAILERS, IMPORTERS AND DISTRIBUTORS.

COLORS OF THE PRECINTA: Black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

LOOK WHO'S HERE!

Or, The Man Behind the Still.

There is not another of the hosts of traveling men who set foot on Pennsylvania soil that is more universally popular than Dr. E. G. Eckert, proprietor of the Acme Extract and Chemical Works, at Hanover, Pa.

But, aside from his geniality, Dr. Eckert is a Past Master of chemical science, and one who has turned his talent to good account for himself and at the same time his efforts have proven a benefaction to the cigar and tobacco industry of the country. His fame as a specialist extends throughout the length and breadth of the land, and his products have become a password and are in high favor with many of the leading manufacturers.

Dr. Eckert is versatile. A member of the American Extract Manufacturers' Association, and many a brilliant and highly interesting paper by his pen has been read before that body.

Some noted products have come from the still of the Eckert laboratory, where extensive experiments have for years been made before a product was pronounced absolutely perfect.

For instance, "Havanalin" is a product the efficacy of which has been thoroughly established in the manufacture of cigars and tobacco. Eckert's Spanish Betune has been another remarkably successful product, while the Cuban Casing Compound, and probably half a dozen other preparations, helped in the acheivements which have made the Acme Extract and Chemical Works one of the most noted establishments of its kind in the country.

BIG GATHERING EXPECTED.

Wisconsin Leaf Tobacco Dealers and Growers to Meet in Joint Session Next Month.

Janesville, Wis., Jan. 24.

This city will have a joint convention next month that will mean the gathering here of fully six hundred strangers from all parts of the Badger State.

At a special meeting of the Janesville Leaf Tobacco Merchants' Association held recently, arrangements were completed for holding a monster State session of all leaf tobacco growers and dealers here about the middle of February.

Mayor S. B. Heddles is President of the association and through the efforts of himself and the other officers arrangements were made with George McKerrow, Superintendent of the Department of Farmers' Institutes, to hold the meeting here on the same date as the farmers' institute which is scheduled here in February.

Supt. McKerrow said that such an arrangement was entirely satisfactory to him and that he thought the idea an excellent one and that his department would co-operate with the Janesville Association and do all in its power to make the coming meeting one of the largest ever held in the State.

The tobacco growers and dealers will probably meet either in the rink building or the court house.

At a meeting of the directors of the State Association held here President Estes said he would do all in his power to make the meeting here a success.

—Montgomery & Brown, of Iola, Kan., have rented the Schaffner building at Humboldt, Kan., and will open a cigar store and factory. They have an establishment at Iola but this will be separate from that one.

AWARDED GOLD MEDAL at Jamestown Exposition.

White Rolls Cigarettes

ARTHUR HAGEN & CO., General Agents,

151 North Third Street, Philadelphia.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

American Protectorate

A Choice 5c. Cigar

Handsomely Packed and put up in Several Popular Shapes and Sizes

Manufactured by

Himmelberger & Noll, ROBESONIA, PA.

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.

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SAMUEL HARTMAN & CO.

DEALERS AND PACKERS OF

Domestic Leaf Tobacco of All Kinds

CONNECTICUT A SPECIALTY

Office and Salesroom:

313 and 315 West Grant Street

Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

S. Weinberg

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

121 North Third Street PHILADELPHIA

Tobacco

Keyno HAVANA SHORTS 2 oz. 5c.

Norristown Tobacco Works

NORRISTOWN, PA.

Manufacturers of

Havana Shorts

Private Brands for Jobbers a Specialty Samples submitted on application

L. J. SMITH & CO.

Wholesale Cigar Manufacturers

and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA 5c. Cigars

TWO HAVANAS

Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

Established 1895 Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of **HAVANA**, 123 North Third Street PHILADELPHIA

More Business Now Doing in Havana.

With the Presence of More Buyers the Market Shows Some Animation, and the Strike is Now Apparently the Darkest Cloud on the Commercial Horizon, but Hopes of a Settlement in a Short Time are Growing.

Special Correspondence of The Tobacco World.)

Havana, Cuba, January 20, 1908.

The two main topics of discussion here have been, the strike of our cigarmakers and the news that Cuba will have a government of its own once more, that is about February 1, next year. Now as regards the cigar strike, it has become general in all our leading factories, and it seems that it will last some time at least, with the eventual settlement favoring the cigarmakers. When times improve, as they are bound to do, then there will be work enough for all, and the men will go back, although this may not be the final ending, as Tampa and Key West are so near and our cigarmakers have only to go there to find work—an expert man being always welcome. The reason of the strike is, however, the unjust interference of the agitators, represented by their overbearing President, "King Emilio Sanchez," who as a labor factor has shown new points to many of his brothers in the North. When a manufacturer or other employer can not discharge men on the ground of lack of business, to save himself from going into bankruptcy, then things have come to a pretty pass indeed, and the public, which in most cases decides the eventual finish of most strikes here, has already taken sides against the cigarmakers committee. At this moment it looks, however, as if there might be some agreement reached between the manufacturers and the cigarmakers, and that the latter will commence work again on Tuesday the 21st inst.

Business is beginning to pick up, so far as the leaf market is concerned, and in the last few days quite a number of buyers have arrived, helping to make things lively and waking us out of our lethargy, and if it were not for the strike in the cigar factories, the entire business of the tobacco trade would be booming. The principal trading has been in Remedios and Vuelta Abajo leaf, but Partido has also come in for a fair amount of attention.

Sales

During the week gone by have amounted to 3,522 bales, divided as follows: Vuelta Abajo, 1,130 bales; Partido 319, and Remedios 2,073. For the American market 2,093 bales were purchased, local cigar and cigarette manufacturers took 150, and 1,279 bales were purchased for export to Europe.

Buyers Come and Go.

Arrivals:—S. Sheldon, of the F. B. Rice Mercantile Cigar Co., and Fred Opp, of the Weinheimer & Opp Cigar Co., St. Louis; H. Anton Bock, of H. Anton Bock & Co., and E. P. Cordero, of E. Cordero & Co., New York; E. L. Kohlberg, of Kohlberg & Co., San Francisco; Stephen Hart, of Hart & Murphy, St. Paul, Minn.; J. A. Landfield, of New York, who is looking for an agency for one or more of our large cigar factories for the United States and Canada; Robert Taggart, of Meyer & Mendelsohn, New York, who is down here on business for his firm and expects to remain three or four weeks; Francisco Garcia, silent partner of M. Menendez Parra, Havana; Sidney Rothschild, of Rothschild & Bro., New York and Detroit, and established here under his own name; S. Grimish, of S. Grimish & Co., Boston; Peter Wohl, of Wohl & Comstok, and Michael Friedman, of Taussig & Co., Chicago; M. Berriman, Eduard C. Berriman and M. Sanchez, of Berriman Bros., Francisco Diaz, of V. Guerra Diaz & Co., Charles Jacobs, of M. Fernandez Co., W. T. Morgan, of Morgan Cigar Co., Tampa; Celestino Corral of Corral, Wodiska & Co., and Enrique Pendas, of Y. Pendas & Alvarez, Tampa, (the latter is also

HUNTER—A Nickel Cigar

Has won many races for dealers. Try it.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

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Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

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SUCCESSORS TO

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Growers, Packers and Importers of

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PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS

ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

SOL HABANA

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge Y. P. Castaneda

JORGE & P. CASTAÑEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido. Corner Dragones Street, HAVANA

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" Correspondence Solicited in English

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LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM *Habana*

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" **HABANA, CUBA**

Rz BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista **Neptuno 170--174** Special Partner—Gumersindo Garcia Cuervo

President of the Union of Manufacturers at Tampa).

Havana Cigar Manufacturers

The following factories are working by special agreement with the strike committee; Por Larranaga, Diligencia, P. A. Estanillo, Cruz Roja, and Punch.

At a meeting held recently by the Union of Cigar Manufacturers it was decided to have a complete shut-down, and any factory not obeying was to be expelled from the Union.

H. Upmann & Co. shipped 600,000 cigars last week.

Buying, Selling and Other Notes of Interest.

Sobrinos de Antero Gonzalez were sellers of 600 bales of their choice holdings of all classes—Vueltas, Remedios, and Partidos. This house is again taking the lead, so far as the amount of sales is concerned, this year.

Sylvester & Stern shipped 100 bales of their stock North on the last steamer. Don Maximo Stern and Don Jorge Wyatt are in the country attending to the numerous interests of their packing houses and vegas which are very extensive.

J. Cayro e Hijo disposed of 104 bales of Partidos to a Northern customer.

Planas & Co. were sellers to the extent of 300 bales Remedios for the North and Europe.

Leslie Pantin has been active in the leaf market lately, and I understand he has taken close on to 1,000 bales between Christmas and the present moment. At one time he had four customers here at once.

Charles Landau, who was taken sick lately, has entirely recovered and will shortly leave for New York, where he represents the important house of H. Upmann & Co., and when the strike terminates he will begin his very successful campaign of selling and pushing the brands of his concern in the States and in Canada, as he did so successfully last year.

Saturnino Miguel (Casin), who is at present in Spain, will sail for home on the 20th inst. and resume his duties at his firm's warehouse—Gonzalez y Miguel, Amistad 97.

Por Larranaga has plenty of orders, and as its business is fairly active, the managers have decided to continue working the same as ever, or even with a trifle more vim than usual.

Celestino Corral purchased some 300 bales of fine Vuelta Abajo for his firm of Corral, Wodiska & Co., Tampa.

Gonzalez Benitez & Co. were sellers to the extent of 200 bales of 1st and 2nd capaduras.

Avelino Pazos & Co. disposed of 150 bales of Vueltas and Partidos.

M. Suarez & Co. have their hands full in attending to six or seven customers simultaneously, and while some of these claim that they have come principally for pleasure, they nevertheless are seen looking at tobacco all over our market.

H. Upmann & Co. purchased 300 bales of leaf for export.

Suarez Hnos. closed out 100 bales of Remedios.

Charles Blasco was quite a buyer of tobacco during the past week, having registered more than 300 bales for his customers.

Cardenas & Co., sold 95 bales of Remedios from their holdings.

Fred Opp and S. B. Sheldon went in company with Don Pancho Garcia, in an automobile, to the country to have a look at the growing crop.

Jose F. Rocha was a seller of a vega of Vuelta Abajo, over 100 bales, to one of his customers.

The weather is rather too variable to be suitable for the maturing crop, and all tobaccos which are to be cut this month may be defective in having undesirable spots, as far as wrappers are concerned, but on the other hand it is beneficial to the late planted tobacco as it hastens the growth. It remains to be seen how the months of February and March will finally turn out, but it would be foolish to build castles in the air at this time and count on a large and good crop, even if the manufacturers are praying for it.

RECEIPTS FROM THE COUNTRY.

	Week ending Jan. 18 Bales	Since Jan. 1 Bales
Vuelta Abajo	728	1,315
Semi Vuelta	130	143
Partido	92	122
Matanzas	—	—
Remedios & S. Clara	2,579	3,507
Santiago de Cuba	599	673
Total	4,128	5,760

New Plan to Kill Trusts.

Frankford, Ky., Jan. 24.

A bill of far-reaching importance has been introduced in the House by Dr. C. F. Crecelius, representative from Pendleton county. It is a stringent anti-trust act and if enacted into law will drive the American Tobacco Co. out of business.

The bill simply provides that the General Assembly of Kentucky in the exercise of the power under the law as to the regulation of foreign corporations, remove the American Tobacco Co. and its subsidiary corporations from Kentucky and deprive them from doing business in the State. An emergency clause is inserted.

Lawyers in the Legislature declare the State has this right under its sovereign power and may remove the company without notice.

The bill provides a fine of from $1,000 to $5,000 for any "trust" corporation to do business in the State or any agent for the "trust" to do business in the State. It also provides that all tobacco warehouses and manufacturers must secure a license and their books be subject to examination.

Wisconsin Growers Urged to Pool

Eau Claire, Wis., Jan. 24.

President Holmes of the Wisconsin Tobacco Growers' Association, in conference with the directors here, says a representative of the Association will go into the various districts of the State to help the growers to pool the unsold portion of the 1907 crop.

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market
Correspondence solicited in English

Monte 156, HABANA, CUBA
P. O. Box 595 Cable: "Calda"

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

ENOS SMITH EDMUND H. SMITH

Hinsdale Smith & Co.

Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF **Tobacco**

125 Maiden Lane

ESTABLISHED 1840 NEW YORK CABLE: "NARGIL"

FARNHAM & REYNOLDS

Home Office: ADDISON, N. Y.

Packers of Finest Big Flats and Onondaga **Cigar Leaf Tobacco**

Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.

CONNECTICUT HAVANA SEED

ERNEST ELLINGER & CO. Office, Nos. 87-89 Pine Street
Importers of HAVANA TOBACCO New York

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of Leaf Tobacco
Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
NEW YORK
Cable Address: "HERE."

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, January 28.

New York Leaf Market.

There has been an improvement in the leaf tobacco market during the past week but the activity is yet far from being even normal. There have been more or less numerous orders from manufacturers, but it was clearly indicative of present needs rather than the purchase of stock for later use, which latter condition must come about before the trade will generally assume a more pleasing shape.

Leaf men will closely scrutinize the figures of the 1907 cigar output, which in its aggregate shows a slight increase over that of 1906, but not in the proportion of several years previous; yet, since the figures show a really stupendous output, they have the positive knowledge that great quantities of leaf will again be needed, sooner or later, and they therefore look more confidently to the future.

In Sumatra tobacco importers report a moderate business, which has exceeded the activity in the seed leaf market.

From Havana come more cheerful reports of business than for several previous weeks.

• • •

Cigar Manufacturers.

A more hopeful view is beiginning to be taken of the situation than at any time since the opening of this year. Wholesale distributors are commencing to replenish stocks somewhat, even though they are as yet buying in only moderate quantities, but sufficient to start factories on a stronger footing. There are still large numbers of cigarmakers idle.

• • •

"United" Shield Protected.

The United Cigar Stores Co. has succeeded in restraining the United Delicatessen Stores Co. from using as an emblem a shield similar to that employed by the United Cigar Stores Co., and which bears on it the word "United"

Under equity proceedings an opinion has been given by Judge Ward in the U. S. Circuit Court, in which the Judge recited the United Cigar Stores Company's ownership of the "United" shield through common law rights, and stated that its use by the United Delicatessen Stores Co., which also operates a chain of stores, was likely to be confusing and lead the public to believe the defendants' business was either owned or in some way connected with that of the United Cigar Stores Co., and he therefore enjoined the defendants from using it.

• • •

Early Sumatra Inscriptions.

The date for the first two Sumatra inscriptions to take place this year has been set, and is earlier than usual. The first inscription will take place on Friday, March 13, and the second will follow just a week later on Friday, March 20.

Kauffman S. Falk, of G. Falk & Bro., is among the first who have signified an intention to attend the first inscription, and in order to do so he will sail on the S. S Adriatic, leaving Feb. 26. He will be accompanied by his family.

• • •

Eisenberg to Go It Alone.

M. Eisenberg, who was President of the Eisenberg Sumatra Tobacco Co., which has its headquarters at 169 Water street, has severed his connection with that company. The leaf tobacco brokerage firm of Eisenberg & Schloss, of Cincinnati, which is Mr. Eisenberg's home, and which latter firm consisted of Moe Eisenberg and Nestor Schloss, is said to have also been dissolved, but Mr. Eisenberg will continue in the brokerage business at Cincinnati as formerly. Mr. Schloss, it is said, will also open a brokerage office on his own account in the Queen City.

• • •

Uptegrove Visits Old Customers.

W. E. Uptegrove, of the cigar box lumber firm of W. E. Uptegrove & Bro., of Brooklyn, has returned from a recent visit to many of his customers through Pennsylvania, where he was cordially greeted by hosts of his old friends and royally entertained by many of them.

• • •

"United" Officers Go West.

Maurice Wertheim, Secretary of the United Cigar Manufacturers' Co., accompanied by Chas. H. Hirschhorn, of the same company, left last week on a western trip, the itinerary of which will include points as far West as Denver.

• • •

Marqusee Warehouse Burned.

It has been pretty accurately ascertained that the leaf tobacco warehouse of J. Marqusee & Co., at Janesville, Wis., which was destroyed by fire on last Friday night a week, contained about 4,000 cases of leaf tobacco, all of which was totally destroyed. The value is placed at $200,000, and it was pretty fully insured.

• • •

Florida Tobacco Co's Offering.

Announcement has been made at the office of the Florida Tobacco Company, 131 Maiden Lane, that the present supply of Florida wrappers is rapidly dwindling away, and they attribute the splendid sales to the extraordinarily nice lots that are offered. The house feels convinced that their entire holdings will be picked up as rapidly as they can be gotten ready for market.

• • •

Trade Notes.

Emil Wedeles, of Wedeles Bros., Chicago, was among the late arrivals in the leaf trade.

Albert Kraus, of the Kraus-McFarlin Co., Chicago, is also expected here this week.

John H. Duys, of H. Duys & Co., has returned from a short visit to Canada.

D. M. Schoenfeld, a well known tobacconist of San Francisco, has been visiting in New York.

Henry Kraus, of Kraus & Co., Baltimore, was another recent visitor in Gotham.

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880

RETAIL TRADE IN BOSTON

Reported as Generally Dull, But "There are Others" in a Like Condition, Only More So.

(Boston Bureau "The Tobacco World", 19 Devonshire Street)
Boston, Mass., Jan. 27.

The retail trade is still dull here, but the condition is hardly as bad as in some of the other large cities. The tobacco trust has put to work again most of the advertising men who were laid off a few weeks before Christmas.

The Marlboro Cigar Co. is giving up most or its jobbing business, and will possibly hold on to White's T. D. pipe and one or two cigar accounts which sell fairly well.

Will Rosenfeld, formerly with Flatauer & Co., New York, is now working on a clear Havana proposition.

Frye Bros., Dover, N. H., have begun manufacturing cigars once more. Their leading brand is the Sport Cohen, a Havana filled ten-center, which will no doubt sell well.

The tags of Sickle and Town Talk, two brands of the American Tobacco Co., are now redeemable for presents by the premium department of the company.

W. Gelpke, of Blue Hill avenue, manufacturer of the Barrymore and Sleeper's Eye cigars, reports an increasing business on both brands.

M. Barnett, of M. Barnett & Co., has opened a New York office for his leaf tobacco business, at No. 3 Burling Slip. Mr. Barnett spent several days in town last week, and did a profitable business.

Edward Leader is now manager of the cigar department of Cobb, Aldrich & Co's store, corner of Kneeland and Washington streets.

Larus & Bros. Co. are now placing with the trade a new package of cut plug tobacco, called Hand Bag. The tobacco is packed in 1⅞, 3⅞ and 16 oz. packages. The latter size is a very handy tin hand bag, and when empty will make a nice lunch box, and no doubt will prove a good seller.

J. G. Boardman, a prominent Chelsea tobacconist, left on a pleasure trip to Europe.

Frank H. Swick, who now represents the cigarette business of the Surbrug Co. in this market, has started in very nicely. Messrs. Aldrige and Murphy are doing the missionary work. The deal on Arabs consists of 8 packages of Dolma cigarettes free with each 1,000. The Dolma is a high grade 15c. package.

The Mentor Co. is making a big hit on the Ramly cigarette. Most of our retailers are placing trial orders for some of these goods, and reports coming in show that the brand is moving nicely. Victor Sheppard is painting the cigar store windows in great shape, advertising the Ramly.

Dick Lawrence, of the Mentor Co., who has been out of town for the past few days, is expected back today. S. H. Kitsis and W. H. Kennerly, two of the Mentor Co's hustling salesmen, are keeping the factory working overtime so as to be able to fill orders promptly.

Sam Marcuson (Khedivial Co.) is not letting any grass grow under his feet. He is taking his usual weekly number of orders from the jobbers. The Samaris and Natural are good sellers.

Although the sale of the Virginian cigarette has greatly fallen off here during the past year, the White Rolls, under the clever guidance of R. L. Carnes and George Farrant, show a substantial increase. The trade is now awaiting the two new brands of Turkish cigarettes which the Ware-Kramer Tobacco Co. will shortly introduce in this market. I understand the advertising on these brands will mostly be done through the local newspapers.

The Khedivial Co., New York, has sent a circular letter to the trade, announcing that Wm. P. Walker, formerly head of the cigarette department of the A. T. Co., is now Vice President of the Khedivial Co., and James M. Dixon, also formerly with the A. T. Co., is the new Secretary of the Khedivial.

C. F. Williams, representing Andrew Dougherty, the New York playing card manufacturer, called on the jobbing trade this week. Ben Ali.

STILL QUIET AT LANCASTER.

Leaf Dealers Continue to Report Few and Small Sales, but there is Some Stir in Cigar Factories.

Lancaster, Pa., Jan. 26.

Another week has passed and still no material change in the conditions of the local leaf tobacco market. No business except everyday transactions of small lots is reported by jobbing houses. There is perhaps a slight betterment in cigar manufacturing circles. Orders are coming in a little more frequently, and for larger quantities, but manufacturers are not yet by any means busy.

It has been reported that a few crops of the 1907 leaf had been bought, but the announcement has not been fully verified. The prices said to have been paid ranged from 7 to 9 cents, a vast reduction from some figures paid last year.

Packers are yet in no way anxious to buy the new crop, and in fact many have considerable of the 1906 goods on hand. Stripping has become pretty general since the present spell of exceptionally favorable weather set in. One thing is certain—buyers will have an opportunity of making a more satisfactory examination of the crops offered them this year, and be better able to decide upon the merits or demerits of the goods before purchasing, and that fact should help to avoid legal controversies.

Good progress has been made during the past few weeks on the new cigar factory building of the S. R. Moss Cigar Co., which is now making a most imposing appearance.

When Meyer and Sam. Jaskulek, of Jaskulek, & Co., Cleveland, O., were here recently they secured several medium sized lots of leaf and the fact that these purchases had been made by out of town parties had, at least, an encouraging effect on the market.

D. R. Oberholzer, cigar manufacturer of Bowmansville, made a Western trip recently, visiting Chicago, St. Louis and other points, and reported trade conditions at those places to be fair, with signs of still further improvement.

Milton H. Ranck, packer of leaf tobacco, with warehouses at Lancaster and Strasburg, has engaged W. D. Sahm, of Akron, as a salesman.

We learn that there has been some buying of the 1907 crop in the Northern section of the county. The prices range from 6 to 7 cents for wrappers and 3 for fillers. Towards the end of the buying season for the 1906 tobacco in many instances double the above named prices were paid.

It is said there is considerable of the 1906 tobacco in warehouses throughout Lancaster city and county and it can scarcely be sold at what farmers were paid for it.

Buyers expect to have difficulty in inducing farmers to sell their 1907 tobacco at prices materially lower than a year ago, but surface indications are that present trade conditions will not warrant the high prices of 1907.

Harry Lefever, residing on R. F. D. No. 3, Lititz, sold his tobacco to a Lancaster packer for 10 cents.

The first tobacco sales reported were in the vicinity of Hopeland. The buying has been done by D. M. Helman & Co., and the reported prices are from 6 to 7½ cents for the best and 3 for fillers. In some cases it is said slightly over 7½ was paid.

JOSH BILLINGS
5c. Cigar
"There hain't none better than the best."
—JOSH BILLINGS.
This Is the Best.

A cigar of merit with a push behind it.
The Best Little Cigars ever offered the American public.
Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.
I. LEWIS & CO.
Makers,
Established 1870. Newark, N. J.
Z. JOHN NORRIS,
Manager of the Philadelphia Office,
14 South Fourth St.

CUBA LIBRE.

There is now a clearly defined attitude on the part of our National Government with respect to the Island of Cuba. It comprehends the holding of elections for local officials early in the summer, to be followed by a general election, at which a complete government for the island is to be chosen. That government having been installed, it is the purpose of the United States, as outlined in a letter of the President to Secretary Taft, to get out of Cuba "not later than February 1, 1909."

And the Presdient has repeatedly declared that the forces of the United States were in the island only temporarily, and that the management of its affairs by Governor Magoon would cease at the earliest moment when conditions made this practicable. His latest official utterance on the subject shows the entire sincerity of these pledges.

But there remains the question whether Cuba, after the second period of tuition by American authorities, can be trusted to stand alone. The original attempt was not a success. If the next effort should result in like manner, there is doubt if the public opinion in this country would be willing to again allow the Stars and Stripes to be lowered in Havana.

THE TOBACCO WORLD

ESTABLISHED 1881 INCORPORATED 1902

Published Every Wednesday

BY THE

TOBACCO WORLD PUBLISHING CO.

No. 224 Arch Street, Philadelphia

Cable Address, "Baccoworld." Havana Office, Prado 36, Altos.

ADVERTISING RATES ON APPLICATION.

By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy. Foreign Subscription, for all Countries of the Postal Union and Canada, $2.00 the Year.

Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, JANUARY 29, 1908.

THE LOCAL TOBACCO NEWS

There has been a slight improvement in the conditions of the local leaf trade during the past week and although sales have been in small quantities only, they have been more numerous than at any time previously during the present year. Courage and confidence are now gradually returning. There has as yet been no noticeable depreciation of prices, although many declare that there is a difference between the selling price now and that of a year ago for a similar class of goods.

Manufacturers for the most part are finding a noticeable and steady gain in trade, not locally alone, but also from salesmen now out on the road. There was a slight interruption of business owing to a severe storm last week, but all quicklyrecovered from its effect.

Robt. Klee, a well known manufacturer of cigars at 1304 Girard avenue, called a meeting of creditors this week, before whom was laid a statement of his present financial condition, and which he declared had become burdensome. There was a prettly full representation of creditors present, and they were somewhat surprised upon learning that the total libalities were in the neighborhood of $3,000, and the assets approximating $10,000.

A tentative offer of settlement at 25 cents on the dollar was made, but some of the creditors felt that 33⅓ per cent. should be realized. It was learned that they could probably be induced to accept, but the matter was, at least temporarily, kept under advisement.

Mr. Klee has the good will of all concerned, and everybody interested is hopeful that he may be able to fix a figure that will be satisfactory all around.

Sig. C. Mayer & Co. are busy getting ready for the removal to a new building at 517, 519 and 521 Lombard street, which has been secured and which will largely increase their capacity. Since Mr. Mayer started out on his initial trip for the present year orders have been coming in steadily.

Henry Schaffer, a South Fifth street manufacturer, has started in auspiciously for this year. His efforts are reinforced by the aid of two first class salesmen, one of whom, J. I. Flick, will cover Pennsylvania, Ohio, New Jersey and Maryland, while Jas. Lilly will cover Southern territory exclusively.

Within a short time Philadelphia will probably lose another old time leaf house. Harry Hirschberg, trading as Julius Hirschberg & Bro., has declared his intention of retiring from the leaf trade, and is now endeavoring to secure a tenant for the building at present occupied by him.

Louis Leopold, of John Leopold & Son, has this week made his first visit in several months to Philadelphia.

Weiner Bros., now on South Seventeenth street, will remove about Feb. 1 to 207 Market street. This is the same address from which they removed about a year ago. The premises are being finely fitted up for a thoroughly modern retail store, with good facilities in the same building for manufacturing purposes. They propose to carry a large line of pipes and smokers' articles.

On February 1 Pent Bros. will have a fine opening of their new store at the Southeast corner of Eleventh and Filbert streets. The store has been elaborately furnished and makes a handsome appearance.

The firm will strongly feature the Tahoma, their great nickel leader, which is one of the popular brands in Philadelphia. Large display windows are among the many other improvements in the new building, and these will be advantageously utilized in exploiting their wares and products.

There was no noticeable interruption of business at the Theobald & Oppenheimer Company factories since New Year. Their entire force of salesmen are on the road now and the real activities are just beginning. Each mail is bringing in a goodly number of orders, which keep all hands busy. John T. Dee, of this company, whose former headquarters were at Chicago, has now removed with his family to this city, to take over the management of the entire sales department of the house. He has already entered upon his new work.

Business has started out rather auspiciously for January at the La Hilda Cigar Factory, with a steady demand from the trade for both their clear Havana and seed and Havana products. President Gudknecht feels sanguine of a better than the average good spring business.

W. S. Haller, formerly engaged in the cigar box manufacturing industry in this city, has been seriously ill for some weeks and is still confined to the hospital for treatment.

I. Kegereis, leaf tobacco dealer of Richland Station, Pa., was a visitor in the leaf market last week.

George W. Heffener, son of H. W. Heffener cigar box manufacturer at York, who with his bride, is now enjoying their honeymoon, spent several days last week with friends in this city.

Saml. Kaufman, with Wm. Steiner, Sons & Co., of New York, has lately been calling on his many customers in this city.

H. L. Heiser, a popular cigar box manufacturer of Lancaster county, came to this city last week with some friends for the purpose of selecting an automobile, which he proposes to take to his country home for pleasure purposes.

Fred Bauer, representing L. E. Neumann & Co., lithographers, of New York, has been circulating in the trade here for some days past, taking orders for new labels from cigar manufacturers.

San Francisco Buyer to Visit the East.

Advice has been received from Kohlberg & Co., leaf tobacco dealers at San Francisco, to the effect that Eugene L. Kohlberg, of that firm, left for Havana, Cuba, on January 6, and would visit the East about February 1.

—Vice President Harris, of The American Tobacco Co., while testifying in the government suit against his company, stated that pipe smokers consume more than half of the tobacco grown in the United States.

SPECIAL NOTICES.

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EMIL BERGER TOBACCO CO.

6-8-10 Gouverneur Slip, New York

7-6-1h Tel. 722 Orchard

STERNFELD & LEUSCH

No. 36 LaSalle Street, CHICAGO

Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

MONROE ADLER

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36 La Salle St. Chicago, Ill.

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We Want to Send FREE

To every Cigar and Tobacco Man

Our NATIONAL CATALOGUE of Tools, Supplies and Novelties

a reference book that makes buying easy and profitable.

Make your request on your letter-head today.

NATIONAL SELLING COMPANY

Allentown, Pa. 11-13ch

To Cigar Manufacturers.

THERE are several cigar factories vacant in Perkasie, Bucks Co., Pa. (1st Dist. Pa.), on the N. P. Branch of P. & R. R. R., 33 miles from Philadelphia, which can now be rented at a low rent. Plenty of good hand-work hands can be secured. This is one of the largest cigar centres in the State. Apply to The Perkasie Board of Trade, John Schwartz, Secretary. 1-29c?

A GOOD SALESMAN wants to represent, in the Eastern States, a Union factory making Seed, Florida and Sumatra wrapper goods; also a non-union factory making cigars from $11 to $20, Londres and Perfecto shapes; commission basis. Address W. H., care of The Tobacco World, Phila. 1-22c

TRICK CIGARS--Perfectly harmless. Packed 25 in a box, and banded. Just the novelty to increase your business and make big profits. Price $25 per M. Agents wanted. Write for samples. Address F., care of The Tobacco World, Phila. 10-2tf

WANTED.—Good reliable salesman to handle our line of Roofing and Building Paints. Salary or commission, exclusive territory. Exceptional opportunity for proper party. Address Garland Refining Co., Cleveland, O. 1-29c

WANTED, by an experienced cigar man, Pennsylvania accounts ranging from $8 to $25 per thousand. Territory, all New England. References exchanged. A. Wilson, 6 Milk Street, Boston, Mass. 12-11tf

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

WANTED TO PURCHASE $2,000 to $5,000 Cigar Factory; give full description, class of goods made, stock on hand, location, etc. Address A. A. 1, care Tobacco World. 12-12tf

CIGAR FOREMAN who has been employed in large factory for years—up to date in every respect—is open for position. Address Box 4, care of The Tobacco World, Phila. 1-22c

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

WANTED—An Experienced Stogy Roller Foreman. Must be sober and reliable. State reference. Miami Valley Cigar Mfg. Co., West Milton, O.

To Protect the Consumers against the Host of Imitators of this Old Time Famous Popular Brand of Cigars

Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark

Juan F. Portuondo CIGARS

Registered in U. S. Patent Office

Established 1869

MANUFACTURED ONLY BY

The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia

GEO. W. PARR

Littlestown, Pa.

Manufacturer of

HIGH GRADE CIGARS

Fernside
Parr Value
Lord Wharton

Special Brands Made to Order

CORRESPONDENCE INVITED SAMPLES ON APPLICATION

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

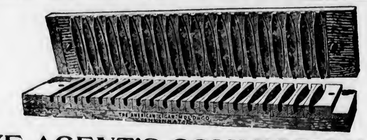
SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers
Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & Co.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillha
Dallas Cigar Co
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna



SAVE AGENT'S COMMISSION
Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.
Send for our Catalogue of 1,500 Shapes
The American Cigar Mold Co., Cincinnati, O.

TRADE MARKS REGISTERED.

JURYMAN 15 467
For cigars, cigarettes and cheroots. Registered Dec. 30, 1907, at 9 a. m., by Central Litho Co., Cleveland, O.

HAVANA NICKEL 15,468
For cigars. Registered Dec. 30, 1907, at 9 a. m., by Star Cigar Co., Hellam, Pa.

SWEET NECTAR 15,469
For cigars. Registered Jan. 2, 1908, at 9 a. m., by John P. Snader, Akron, Pa.

HUNT-HER 15,470
For cigars, cigarettes and tobacco. Registered Jan. 2, 1908, at 9 a. m., by A. E. Furlou, Lititz, Pa.

"73" 15,471
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Jan. 2, 1908, at 9 a. m., by Lape & Leitner, Sheridan, Pa.

WIN 15,472
For cigars, plug and smoking tobacco. Registered Jan. 7, 1908, at 4 p. m., by Jacob G. Shirk, Lancaster, Pa

BIG X 15,473
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Jan. 8, 1908, at 3 p. m., by Zugschmidt Cigar Co., Pittsburg, Pa.

MALTESE CROSS 15,474
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Jan. 8, 1908, at 9 a. m., by Zugschmidt Cigar Co., Pittsburg, Pa.

15,475 Cancelled.

SPEAR 15,476
For cigars. Registered Jan. 13, 1908, at 9 a. m., by Robison & Bossert, Philadelphia, Pa.

CAVALIER'S DELIGHT 15,477
For cigars. Registered Jan. 14, 1908, at 9 a. m., by Wallick & Gohn, York, Pa.

ROBERT LONGFELLOW 15,478
For cigars. Registered Jan. 14, 1908, at 9 a. m., by Wallick & Gohn, York, Pa.

VILLA NOVA 15,479
For cigars and tobacco. Registered Jan. 15, 1908, at 9 a. m., by S. T. Banham & Bro., Philadelphia, Pa.

COL. CRAWFORD 15,480
For cigars, cheroots and stogies. Registered Jan. 14, 1908, at 3 p. m., by J. H. Doyle, Connellsville, Pa.

OLD FOXIE 15,481
For cigars. Registered Jan. 20, 1908, at 3 p. m., by Taylor & Bupp, York, Pa.

THE WERNER & BIDEZ CO's 213. 15,482
For cigars. Registered Jan. 22, 1908, at 3 p. m., by Sig. C. Mayer & Co., Philadelphia.

EVERETT TRUE. 15,483
For cigars, cigarettes and cheroots. Registered Jan. 23, 1908, at 3 p. m., by Central Litho Co., Cleveland, O.

SUSANNE SUE. 15,484
For cigars, cigarettes and cheroots. Registered Jan. 23, 1908, at 3 p. m., by Central Litho Co., Cleveland, O.

HARRIGAN. 15,485
For Cigars. Registered Jan. 23, 1908, at 9 a. m., by Central Litho Co., Cleveland, O.

FIRST HERO. 15,486
For cigars. Registered Jan. 25, 1908, at 9 a. m., by J. D. Ryan Co., Cleveland, O.

FIRST SENATOR. 15,487
For cigars. Registered Jan. 25, 1908, at 9 a. m., by J. D. Ryan Co., Cleveland, O.

AGREATONE. 15,488
For cigars. Registered Jan. 25, 1908, at 9 a. m., by J. D. Ryan Co., Cleveland, O.

JACK MALONE. 15,489
For cigars. Registered Jan. 25, 1908, at 9 a. m., by J. D. Ryan Co., Cleveland, O.

PAT KELLY. 15,490
For cigars. Registered Jan. 25, 1908, at 9 a. m., by J. D. Ryan Co., Cleveland, O,

EVER-FIRST. 15,491
For cigars. Registered Jan. 25, 1908, at 9 a. m., by J. D. Ryan Co., Cleveland, O.

EVER-RIGHT. 15,492
For cigars. Registered Jan. 25, 1908, at 9 a. m., by J. D. Ryan Co., Cleveland, O.

EVER-GOOD. 15,493
For cigars. Registered Jan. 25, 1908, at 9 a. m., by J. D. Ryan Co., Cleveland, O.

YANKEE-MAN. 15,494
For cigars. Registered Jan. 25, 1908, at 9 a. m., by J. D. Ryan Co., Cleveland, O.

Rejections.

Nation's Bell, Namreh, Runnymede, Army and Navy, Bulls Eye, Sydney, It, General Kustuchko, Mikado, Highland Chief, Teddy Bear, 213, Royal Tip, Aldine, First President, First Chief, First Citizen, Great Patriot, Old Ben, Master-Man, Red Star.

Correction.

PYCB. Registered Nov. 13, 1907, by George F. Loundy & Co., should have been Pycb—or Russ.

Transferred.

ROVER STRAIGHT 5. Registered April 10, 1907, by S. Rose, Boston, has been transferred to B. F. Gonzalez, Gardner, Mass.

Cancelled.

ROBERT FULTON. Registered August 10, 1907, by H. G. Burky, Lancaster, Pa., has been cancelled.

E. ROSENWALD & BRO.

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade
Seed and Havana
Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge
Cigar Box Factory
CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

E. RENNINGER
Established 1889
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

LITHOGRAPHERS AND PRINTERS
312-316 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
NEW YORK
CIGAR LABELS AND BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.
CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
Chaskel Chemical Works
265 West Broadway, New York

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc. MANUFACTURERS
814-832 N. LAWRENCE ST., PHILADELPHIA
SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
CIGAR RIBBONS

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an
Exclusive line of

NICKEL GOODS

Which can be recommended for
Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

EDWARD E. SIMONSON
Packer of and Dealer in
Leaf Tobacco
Tobacco Bought and Packed on Commission
Stoughton, Wis.

Hussey's Business-Getting Literature.

Cigar manufacturers throughout the country have recently received from the A. Hussey Leaf Tobacco Co. some more of their business-getting literature, and it is needless to say that the firm is now getting the business.

And how could they help but get it? They claim to be the largest and best organized mail order leaf tobacco house in the country, and their methods clearly show that they are masters in getting out advertising matter that is effective.

One of their most recent pieces was a folder, printed in three colors, entitled "Marching through Georgia." Of course it treats specially on their offerings of Georgia wrapper leaf, and showing a large line of goods at prices ranging from $1.50 to $3.10 per pound. A variety in which any one must find something to meet his requirements.

Following closely the issuance of the folder referred to, the house also sent out a calendar consisting of a pad of twelve sheets, one for each month, between each of which was bound an order blank. Each sheet also portrays a scene of some kind, and be it a picture of an assorting room in a warehouse or a field of growing tobacco, it serves to interestingly embellish the work, and truly carrying out its object of effectiveness.

The Hussey literature is always worth a careful perusal.

No Compromise in Kentucky.

Frankford, Ky., Jan. 24.

Junius Parker, counsel for the American Tobacco Co. has written a letter to R. K. Smith the head of the company's leaf department in Kentucky, instructing him be buy only 10,000,000 pounds of the Burley tobacco in the pool of the American Society of Equity, which precludes any possibility of the settlement Governor Willson had desired. He said, however, that he would meet with a delegation of representatives of the society if they would go to New York, but added that he did not believe any good would result from the conference.

In the meantime there was a meeting of 35 of the legislators from the dark tobacco and Burley districts here, and a bill was agreed upon providing for a $100,000 penalty for any grower who would sell pooled tobacco, and exempting any grower from giving bond who desired to bring an injunction against growers who desired to pool tobacco. Another bill is also proposed, creating a tobacco bureau in Kentucky to handle and grade all of the tobacco raised in the State, and if buyers do not give a satisfactory price then the State will put its convicts to work manufacturing it.

Miss Gaston Has New Hope.

Springfield, Ill., Jan. 24.

Miss Lucy Page Gaston has taken new hope from the continuance of the Legislative session, and returns to Springfield to secure the passage of an anti cigarette law which will take the place of the one passed by the Assembly in May, it having been declared unconstitutional so far as it attempts to prevent the sale of cigarettes to any but minors.

There is a bill on third reading in the Senate which, if passed, would put a stop to the sale of cigarettes in the State.

Smuggling Leaf Into Cincinnati.

Cincinnati, O., Jan. 25.

Three wagons containing independent tobacco were smuggled into the Cincinnati markets, through Covington, early last week. The Society of Equity later learned that the tobacco had been brought in and started an investigation. They learned that the tobacco passed the toll gates about 4 a. m., but were unable to locate the owners.

E. P. Mann, of Morningview, Ky., who represents the Kenton county growers at the general meeting of the society in Winchester, admitted that tobacco was being smuggled into the markets, but said they were powerless to stop it. He said:

"We know that independent tobacco is being smuggled into Cincinnati and Covington from Kenton county, but what can we do, other than to talk to growers about it and urge them not to sell it? There are 40 acres of pooled tobacco in Kenton county and about 150 acres of independent tobacco. In Boone county there are 900 acres of pooled and about 400 acres independent. In Grant county there is about 5,000,000 pounds of tobacco, and none being sold. Pendleton county has 4,000,000 pounds, and 95 per cent. of this is pooled.

"I want to make it very emphatic that the tobacco growers of Kenton, Boone, Pendleton and Grant counties are unanimous on the subject of raising tobacco this year. There will be none raised. We are looking for some action in the Legislature that will relieve the situation.

"The Society of Equity is being blamed for all these disturbances of the night riders. Nevertheless, none of the tobacco destroyed was the property of the American Tobacco Company, which we are fighting. As the representative of the society here I have warned the local growers not to resort to violence, and the same instructions have been given all over the State. We expect relief from the State or Government, and never have advocated violence."

HUNTER 5c. Cigar
is successful with
successful dealers.
El Draco Cigar Mfg. Co., Phila.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a
pleasure to look over our Samples

Samples cheerfully submitted upon request — P. O. Box 96

CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specialty

32 and 34 East Chestnut Street, Lancaster, Pa.

W. B. HOSTETTER & CO.

Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue,
York, Penna.

We Make SCRAP FILLER for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

Nos. 49 and 51 West James Street
Lancaster, Pa.

H. H. MILLER

Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock

327 and 329 North Queen Street
LANCASTER, PA.

MILTON H. RANCK

Packer of
Penna. Broad Leaf
Dealer in
All Grades of
Domestic Cigar Leaf Tobaccos

201 & 203 N. Duke Street
LANCASTER, PA.

J. K. LEAMAN

Packer of and Dealer in

LEAF TOBACCO

142 North Market St.

United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN

Packer and Dealer in

Leaf Tobacco

Packing House, Millersville, Pa.

Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA. — MAIN OFFICE: **Lancaster, Pa.**

The York Tobacco Co.

Packers and Jobbers in
All Grades of

LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco — **York, Pa.**

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. — Lancaster, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue.
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street.
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HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
" " "
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
" " "
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
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Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

BRIGHTENING IN YORK COUNTY

Optimistic Reports from Cigar and Box Factories at Many Points. The Hall-Bitner Suit.

York, Pa., Jan. 27.

A tone of general improvement is prevalent throughout the cigar and tobacco trade sections of this county. Orders are beginning to reach cigar manufacturers at more frequent intervals and for larger quantities than has been the case at any time previously this year.

Everybody is now entertaining a spirit of greater hopefulness and confidence, and that alone has much to do with the likelihood of greater business activity. Manufacturers in particular are greatly encouraged by the fact that brokers and salesmen are now on their regular trips, and already orders are beginning to reach them in consequence.

Visiting leaf salesmen were again numerous during the past week, and all report having done some business.

Several manufacturers were recently visited by E. H. Billings, who has engaged in the cigar brokerage business, with headquarters in Kansas City, Mo He came here recommended by one of the oldest brokers of that city, and secured some desirable accounts.

Some heavy orders have been booked by manufacturers, and cigar box factories are again able to resume on full time.

It is reported that the Porto Rico Cigar Factory at Red Lion, now operated by W. A. Lahr, has booked orders aggregating 1,000,000 cigars, and that the force of cigar makers will be increased forthwith and as rapidly as possible. It is expected that quite a number of hands can be drawn from the New York Factory at Dallastown, which has been idle for some time.

C. S. Gable, of York, is also among those who have lately received some big orders.

George W. Heffener, a son of H. W. Heffener, one of York's best known cigar box manufacturers, was married last week to Miss Margaret Viola Harman, a popular young lady of York.

E. S. Sechrist, of Dallastown, was the recipient last week of orders for 100,000 cigars. His factory has been in operation steadily since New Year, but even greater activity than before now prevails.

H. F. Kohler, of Nashville, is receiving some nice orders from his several salesmen who are now on the road. He has also secured the services of an additional representative for this year.

Myers Bros., of this city, are retiring from the cigar and tobacco jobbing business. They have sold their stock in its entirety to Chas. H. Stallman & Son, jobbers, of York.

Constitution Seed and Havana Cigars
Made in the good old way.
EL DRACO CIGAR MFG. CO., PHILA.

Yoe.

Every cigar factory in Yoe is now working full time and it is expected that they can be kept steadily employed from now on.

Isaac Kohler, of Yoe, is still confined to his home by illness, and although improving some the progress is slow.

B. S. Taylor, of Yoe, one of the most widely known leaf tobacco dealers in the county, has started his scrap factory.

• • •

Red Lion.

D. Frank Kaltreider, cigar manufacturer, has bought from Miller Bros., cigar box manufacturers of that town, their cigar band business, and will make it a specialty. He will have a large line of goods of that class with which to supply the trade generally.

During the past week Danl. Spangler secured orders for 100,000 long filler cigars.

J. H. Quigley has placed all his hands on full time. They had been limited to a certain number of cigars per day for some time.

Windsor.

G. W. Gable has closed down several branch factories, but all the hands were taken on at his main factory.

W. H. Snyder has been on a business trip to Philadelphia and New York, and secured some additional orders for his product.

W. H. Grim has also lately been a visitor to New York city, in the interest of his cigar business.

• • •

Judge Hassler, of Lancaster county, has handed down an opinion in the case of Harry G. Hall vs. Charles W. Bitner, of Lancaster, which is of considerable importance to tobacco growers and dealers in this county and elsewhere. In August, 1906, Harry G. Hall, of Stewartstown, this county, sold his 1906 crop of tobacco to Charles W. Bitner, of Lancaster, and entered into a written contract of sale. On January 23, 1907, in pursuance of notice from the defendant, the plaintiff delivered the tobacco to the defendant at Stewartstown. On the day the tobacco was delivered the defendant, through his duly authorized agents, examined and inspected the tobacco and afterwards accepted and received the same. After it was weighed and accepted the defendant issued his check payable to Hall, for $466,[illegible]6, in payment of the same.

The defendant subsequently stopped payment on the check, and refused to pay for the tobacco, alleging that it was wet, pole burnt and otherwise damaged and not according to contract. He afterwards offered to pay Hall $367, about $100 less than he owed. Hall would not accept this reduction and he placed the claim in the hands of W. B. Gemmill, his attorney.

Hall then, through his attorney, brought suit in the Lancaster county courts, and the defendant filed a lengthy affidavit of defense, alleging that the

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED
The Krohn Tobacco Co.
(of WINDSOR, CONN.)
Our Plantations are in the most famous growing section
Fine Handling Superb Quality
Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

HERMAN DELLE
York, Penna.
Maker of
Delman 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

GEO. W. PARR
Manufacturer of
Fine Cigars
Littlestown, Pa.

MAKER OF
Fernside and
Lord Wharton
Five Cent Goods
Sold to the Jobbing Trade only.
Correspondence invited

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: *The* Bear, *The* Cub, Essie, and Matthew Carey

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

W. R. DAUGHERTY & BRO.
Manufacturers of
Fine Domestic
Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Cigars of Quality Sell and Repeat.
Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

OLDEST MANUFACTURERS OF
PEACH and PRUNE FLAVORS
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK.

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

tobacco was wet, unsound, damaged and not sized properly, and that fillers were mixed with the wrappers not according to contract, and that the written contract had been rescinded.

The case was carefully argued by both sides before both judges of Lancaster, and it is considered an important one to the growers and dealers. Judgment was entered in favor of Hall and against Bitner, for the amount of the claim with interest, making $494.42, for the want of a sufficient affidavit of defense. W. B. Gemmill, of York, and Appel & Appel, of Lancaster, for the plaintiff, and M. C. Hensel, of Lancaster, for the defendant.

Leaf Tobacco Markets

BALDWINSVILLE, N. Y.

Local conditions remain unchanged. Many of the growers are now assorting their crops. No outside buyers have been in the field.—Gazette.

CONNECTICUT VALLEY.

The week just passed has been as uneventful as any of the previous weeks of the new year, as, indeed, many of the weeks of the past year. The same old story, no sales or buyers. All the movement in the weed has been from the farms to the warehouses, where it is being assorted for the different owners, either to be sold by the individual owners, or to be sold by the packers for a light commission after the tobacco has passed through the sweat. But it is not pooled, as is being done by many in some of the States of the West.

Our correspondents write:

"North Hadley, Mass.: "Not much doing in the tobacco sales. These lots were sold last week: Hickey Brothers, 25 acres; F. Grabin, 10 acres; J. White, 10 acres, to Gheen at around 10 cents."

North Hatfield, Mass.: "I report the sale of three acres of tobacco by Mrs. Kate Flynn, probably at a low price, and this was one of the best crops in the neighborhood. At the packing house of L. W. Swift about 70 men are at work sorting tobacco. They have the sweat room filled with 330 cases, of which 200 cases will be removed Feb. 1, and they will then have enough to replace the amount taken out. What is to be taken out will be sampled some time soon after its removal to the sweat room."

East Whately, Mass.: "Erastus Graves has sold his last year's (1906) crop of two acres. John Pease has started the warehouse at the depot, with about 25 men. He assorts for Gheen & Co."—American Cultivator.

EDGERTON, WIS.

The buying movement does not seem to gain much headway. But few firms have interested themselves in the deal so far and even these do not seem anxious to increase their holdings Not but what the prices are reasonable enough, but other reasons stand in the way of a general movement at this time. The pressure of circumstances leads some growers to dispose of their crops at what they can get and hence a good share of the trading is probably done by this class. A few sales coming to notice since last report are:

Martin Nelson, 6½a at 8 and 2c.
Thos. Thompson, 2½a at 8 and 2c.
Hagenson & Gilbertson, 5a at 8 and 2c.
G. E. Hulsether, 2½a at 8 and 2c.
James Fullerton, 4a at 5 and 2c.
E. Gilbertson, 3a at 6 and 2 c.
H. O. Johnsrud, 6a at 7 and 2c.

Scarcely any improvement is noted in the market for old leaf as yet. Both manufacturers and jobbers are waiting lower prices which packers are not yet willing to concede. An exporting firm has been in the State during the week and has been able to secure a few small lots but at figures that are not attractive.

The burning of the Marquesee warehouse at Janesville, entailing the second largest fire loss on tobacco in this State, is causing the local trade some uneasiness, lest it may lead to unsettled insurance conditions.

Shipments 100 cases.—Reporter.

RUTHERFORD CLEAR HAVANA LEADER
from the factory of
El Draco Cigar Mfg. Co., Philada.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

STOKHUYZEN & BROM
Sworn Tobacco Brokers'
Office and Sample Rooms:
Nos. 84—86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
Lead Seals and Stencils
QUAKER CITY
STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made
JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies
OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.
Factory: LANCASTER, PA.

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876,327 Cigarette machine; D. J. Campbell, New York City.
876,883 Cigar cutter and lighter; A. von Kaspis, Pittsfield, Mass.
876,921 Match machine; W. E. Williams, Chicago, Ill.
877,071 Tobacco pipe; A. A. Furness, Guildford, England.
877,324 Pipe cleaner; E. T. Gilbert, Rochester, N. Y.

Using Convicts to Make Plug and Twist.

Louisville, Ky., Jan. 25.

Settlement of the tobacco troubles in Kentucky may be effected by using the convicts in the State penitentaries and the inmates of the School of Reform in the manufacture of plug and twist tobacco, under a plan which has been proposed by Senator J. W. Newman. Senator Newman offered a resolution in the Senate providing for the appointment of a joint committee of the House and Senate to investigate the tobacco troubles and try to arrive at some plan which will bring an end to the difficulties which now present themselves. The committee will try to recommend such action as will insure a square deal to the producer and seller of tobacco and is composed of the following Senators: J. W. Newman, Conn Linn and Joe Bosworth.

In defining the duties of the committee the resolution provides, among other things, it shall recommend such action as will insure both the seller and the purchaser of tobacco a square deal in this Commonwealth and bring order out of chaos. It shall also investigate and report whether or not the convicts at the penitentiaries and inmates of the House of Reform can be used in the manufacture of plug and twist tobacco, and if so whether such course is advisable and practical. The committee is authorized to employ counsel and also to summon witnesses and take testimony and it is hoped that something can be done to settle the tobacco situation and end the night riding, as well as put an end to the alleged extortion which has been practiced by the trust.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor
Manufacturer of
FINE CIGARS
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10c.—UNCLE JOSS—5c.
Pretty Bessie, York Nick, Best Known } 5c.
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Oak Mountain Bouquet—Boston Beauties
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Correspondence with the Wholesale and Jobbing Trade Only invited.
Capacity, 25,000 per day. Telegraph—York, Pa.

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We have made a contract with one of the largest Fountain Pen Manufacturers in this country (Nathaniel Field), whereby we can supply you with A First-Class Self Filling Pen the best of its kind in the market. Every pen is solid gold, 14k., point tipped with genuine irridium.

The illustration shows the exact size of the Pen; if not satisfactory for any reason, it will be exchanged cheerfully.
This is an unusual opportunity to get a High Class Pen at a trifling cost.
TO ANY PERSON sending us $1.50, we will send this Beautiful Fountain Pen, postpaid, and will, in addition, enter the person's name for one year's subscription to "The Tobacco World." Should you already be a subscriber and desire to secure one of these Pens, your subscription will be extended one year from the date of its present expiration. This offer does not apply to foreign subscriptions, which cost $1.00 additional.
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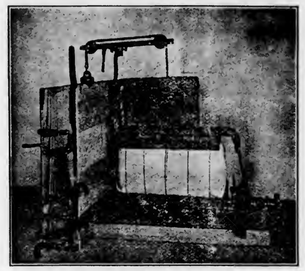

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These Brands Sell on Merit and Constantly Repeat. Try them and Judge for Yourself Why This Factory Never Shuts Down . .
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THE TOBACCO WORLD

Vol. XXVIII., No. 6 PHILADELPHIA, FEBRUARY 5, 1908 One Dollar the Year

May Sue for a Million Dollars.

Louisville, Ky., Jan. 31.

No confirmation or denial of the report that a suit was soon to be brought against the American Tobacco Company and the Mengel Box Company by Basil Doerhoefer and the Monarch Tobacco Works asking $1,000,000 in damages could be gotten from Basil Doerhoefer, who, it has been said, would be one of the plaintiffs. Mr. Doerhoefer said that he would not say that the American Tobacco Company, through an alleged controlling interest in the Mengel Box Company, was injuring the business of the Monarch Tobacco Works, but added that it was well known to him that the American Tobacco Company owned a majority of the stock in the box factory and had, he said, access to the company's books.

The petition of the coming suit is now said to be in the hands of local attorneys, who will be ready to file it soon. It is alleged that the petition will charge that the American Tobacco Copmany is able to approximate the extent of the business of the Monarch Tobacco Works by knowing the number of plug tobacco boxes sold to the company. It is said that it will be alleged that by taking advantage of this inside information the American Tobacco Company has greatly injuried the business of the Monarch Tobacco Works.

C. C. Mengel denied the statement that the American Tobacco Company owned a majority of the stock in the box factory and had access to the books. He added that he knew nothing of the contemplated suit, and declined to discuss the probable action farther.

"It is a well known fact that the American Tobacco Company owns enough of the stock of the Mengel Box Company to have access to the books," said Mr. Doerhoefer. "I do not know what steps have been taken and will discuss no future action. Neither will I talk of the damage that has been done our company."

The damages, it is said, will be asked for on a charge of conspiracy to ruin the business of the Monarch Tobacco Works.

Activity at "Mail Pouch" Factory

Wheeling, W. Va., Jan. 31.

Block Bros. tobacco factory is running full in all departments, and a member of the clerical force stated that January of the present year finds the plant busier than the same month last year, with heavier sales and shipments. Tuesday was the biggest day in the history of the firm, with the exception of one or two days following floods when delayed shipments were gotten out in a hurry.

Kalamazoo Firm Forging Ahead.

Kalamazoo, Mich., Jan. 30.

Cleenwerck & Son, who operate several cigar stores here, have secured a lease on another building on East Main street, formerly occupied by the Kalamazoo Savings Bank, and as soon as some extensive alterations can be completed they will open another fine retail establishment.

The Independent Mfrs.' Assoc'n and the A. T. C.

The Story of the Conflict as Reviewed by Vice President Campbell of the Manufacturers' Association.

The Independent Tobacco Manufacturers' Association of the United States of America held its annual meeting in Washington, D. C., January 20th and 21st. President H. D. Miller, of Philadelphia, was unavoidably absent, and the Vice President, Mr. Hugh Campbell, of Richmond, Va., presided at the meeting.

In this issue of The Tobacco World we lay before our readers the opening address of Mr. Campbell, believing they will find it interesting and instructive.

Mr. Campbell spoke as follows:

It is with the greatest possible regret that I have to announce at this, the annual meeting of The Independent Tobacco Manufacturers' Association, the inability of our President, Mr. H. D. Miller, of Philadelphia, to be present with us, and by reason of this absence, I assume the duty of calling the Association to order, and first of all desire to read to you a letter from our president.

At this point Mr. Campbell read the letter from President Miller, and then continued his address:

Ever since our Association was organized, Mr. Miller has been present at each and every meeting, and he is only absent now because he is far distant. We have no member more enthusiastically loyal to the interests of this Associaton, and I know our regret at his absence finds an echo in his heart.

In these days of intense work for every independent manufacturer, it is impossible to set the date of our annual meetings to suit the comings and goings of each and every one of our members, so, doubtless, there are other members who are not with us today by reaosn of their more important personal engagements, but I am glad to find so many here, and while, since our Association was first formed, many of the members who took part in its formation are now no more, yet happily there are still a good many left, willing, able and anxious to supply every user of tobacco in the United States who desires a package of smoking or plug of chewing tobacco, cigarettes or snuff, with goods made in an independent factory.

This has unquestionably been the most eventful year in the history of the tobacco business since the formation of the American Tobacco Company in 1890, for, during the year, the Government has taken an active part in controlling the operations of the Trust. At our meeting held in Philadelphia, on December 12th, 13th and 14th, 1904, a committee was appointed to ask the attention of the Government to what we considered the unfair and illegal methods pursued by the American Tobacco Company in its determination to monopolize the tobacco business, not only of this country but of the world. Your committee, as instructed, called upon the attorney general of the United States, and were assured that our complaint would have due consideration. Soon thereafter Mr. Herny W. Taft was appointed special attorney general to investigate the business and methods of the American Tobacco Company and its allied companies, and in a very short time he had gathered facts enough to satisfy himself that the methods of the Trust were contrary to law, and he then instituted the Licorice Suit. If you independent manufacturers will recall our position in the spring of 1905, you will remember that each and every one of us felt that the greatest menace hovering over our heads at that time was the control which the American Tobacco Company had acquired over the licorice business, for, without licorice, we could not continue our business, and licorice we could only get from Trust owned or controlled concerns. We had had the price of licorice paste advanced from six cents to ten cents per pound, and it was very evident that, if the Licorice Trust had the power and right to make these advances, it could have gone on advancing to any figure it pleased, or it could have refused to sell us altogether. As a New York attorney in a recent tobacco case, with which we are all familiar, said; "It was my client's right to sell or not to sell, just as it chose, and it had the right to refuse to sell for any reason or for no reason at all." It is, therefore, to my mind self evident that, had it not been for Mr. Taft's prompt, masterly and unrelenting action against the licorice companies, many of us would, ere this, have been driven out of business for want of licorice. You know the result of that licorice trial, and while it may not give you your licorice without cost, it enables you now to get your supply at a price you can pay and still remain in business.

In the course of this Licorice Suit, a most important decision was rendered by the Supreme Court of the United States, by which it became obligatory upon the defendants to furnish the Government with any records or papers which might be called for, and under this decision there was brought out in the licorice trial correspondence which astounded us, but which pales into insignificance before that brought out recently in New York in the Equity Suit.

After the licorice trial, Mr. Taft reluctantly retired from this Trust prosecution. He had given nearly two years of indefatigable work to it, and by his efforts had insured us the right to live, and for all time we shall owe Mr. Taft a debt of gratitude for his devotion to this case and the preservation of our business.

After Mr. Taft's retirement from the case, happily the Government found a worthy successor, and Mr. J. C. MacReynolds was appointed to carry on the good work, and after careful investigation and much study, he filed the bill in Equity which is now pending, and which has already brought great relief to the tobacco business in this country, bringing to light any heretofore hidden mysteries, so that we now know why certain competitors were able to spend and squander money as if it was water in their efforts to get our business from us.

A few years ago it would have been inconceivable to suppose that any great corporation such as the American Tobacco Company would stoop to the miserable meannesses that have characterized its course against competitors from 1903 until Mr. MacReynolds filed his bill in Equity. The Battle Axe fight, while fierce and relentless and successful in its object, was still conducted in the open by the American Tobacco Company on the one hand, and the then great independent manufacturers, Leggett & Myers, Drummond, Lorillard, Sorg, Finzer and Daniel Scotten, on the other, but the Ameri-

(Continued on page 5)

Agreement Possible Between Stogie and Cigar Makers.

Wheeling, W. Va., Jan. 31.

The conference between President Perkins and members of the Cigarmakers' International, and President Riley and members of the Stogiemakers' League, came to an end. The local people who had been attending the conference came home on the late trains, and reported that an agreement had been reached by the representatives of the two trades as a basis upon which the stogiemakers would be recognized by the cigarmakers and ultimately by the American Federation of Labor. This decision, while not made public in its details, is understood to provide for the merging of the two organizations, though with each craft maintaining supervision over the respective trades. Before the argeement becomes effective it must be submitted to a referendum vote of the stogiemakers and a referendum vote of the cigarmakers.

Local stogiemakers last evening did not feel greatly encouraged over the result of the conference, as it is practically the same result as that arrived at several years ago, when the stogiemakers strove to be recognized. At that time on the referendum vote the stogiemakers lost.

N. Y. State Leaf Unsatisfactory.

Baldwinsville, N. Y., Jan. 30.

George W. Harris, government tobacco expert at Baldwinsville, recently said that conditions are not satisfactory this winter in the tobacco market. He said that the crop had cured down fairly well and that the bulk of it was ready for market. There are few sales reported in the Baldwinsville zone, buyers are seldom in evidence, the warehouses are still closed, with the exception of J. W. Upson's house, and he is handling tobacco which he contracted for in the summer.

Mr. Harris said that he had not decided where he would handle the tobacco which was grown under his supervision, that conditions were the same all over and that the trade had no intimation of future developments or the outcome of prices.

Death of Louisville Tobacconist.

Louisville, Ky., Jan. 31.

A. J. Turpin, a veteran tobacco dealer of this city, died last week at his home at Okolona, of pneumonia, after an illness of several weeks. For over forty years Mr. Turpin has been connected with the tobacco business in Kentucky, and was known to all the tobacco men of the country. He had the contract to supply nearly the whole British army and navy with tobacco.

Mr. Turpin was sixty-eight years of age. He was born in Breckenridge county and came to Louisville at an early age, but in the last few years has been living in Okolona. Besides his wife, four children survive, Ernest, Edgar, Lander and Mrs. W. L. Douglas.

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Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut, is a fac-simile, in its actual size, of the Precinta or warranty stamp which is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these stamps, were made in Cuba by the Independent Manufacturers.

Thus a copy of that warranty stamp attached to any box of Cigars and Cigarettes or to any packages of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Habana, Cuba, with the genuine Tobacco Leaf grown in the famous Vuelta Abajo

DON'T FORGET THIS, RETAILERS, IMPORTERS AND DISTRIBUTORS.

COLORS OF THE PRECINTA: Black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

(Continued from page 3)

can Tobacco Company met these competitors in open combat, for it had not then learned the art of guerrilla warfare which it has waged against us since 1903.

In 1902 Chicago dealers were stirred up at the threatened invasion of their city by the United Cigar Stores Company, and formed, as you will remember, an association to fight for the preservation of their business. A member of that association came to Richmond, Va., and at his request a few manufacturers there met him and listened to an enthusiastic address from him, and upon his suggestion a local Independent Tobacco Manufacturers' Association was then and there formed. Later, it was determined to call a meeting of all the independent tobacco manufacturers in the United States to be held in this city, and accordingly we met in Washington in January, 1903, and formed this Association.

Our first endeavor was to gain relief from Congress from the obnoxious practice that had grown into our business of giving coupons on the side, and, through the action of the Association, the Otjen Bill was successfully carried through the House of Representatives by a large majority, but was blocked in the United States Senate. Our Association was then enthusiastically in favor of that bill, and the Trust as determinedly opposed to it, but before another meeting of our Association the Trust had acquired ownership or control of quite a number of our members, and when we again met in Washington on December 10th and 11th, 1903, it was ably and numerously represented at our meeting. In August of that year it had acquired a two thirds interest in the R. A. Patterson Tobacco Company, of which the then President of our Association was Vice President; it had a large interest in Nall & Williams, which was represented by Mr. Bow; it had a large interest in the company which Mr. John W. Brown represented; it owned the Bland Tobacco Company, of Petersburg, which Mr. R. P. Hamilton represented; it owned Spencer Bros., of Martinsville, which Mr. Spencer represented; it owned Lipfert, Scales & Co., which Mr. Lipfert represented; and, in addition to these secretly owned or controlled manufacturers, since our previous meeting it had openly bought the businesses of several others of our members, notably Butler & Bosher Company, of Richmond, and B. Leidersdorf Company, of Milwaukee. At that meeting it was charged that we had "wolves in sheep's clothing" in our midst, and therefore it was necessary that we should establish some qualification of membership, but with the cards stacked against us, the proposition was, of course, voted down. A year afterward, at our Philadelphia meeting, this requirement was successfully carried, which marked the beginning of the end, for, like snow in summer, these secretly owned concerns disappeared from our membership. While we may not since then have been numerically as strong as we were before, we have been able to speak out at our meetings freely and fully and frankly, and without fear of a traitor being by our side.

Since the summer of 1903 every one of us has had to meet the relentless, vindictive and vicious competition of these apparently independent but secretly owned and subsidized companies, posing before the trade of the United States as independents like ourselves, damning the Trust and apparently fighting it, while secretly reporting to it every move they made.

The developments brought out by the Government suit against the Tobacco Trust are appalling, and one wonders at the exhibition of "man's inhumanity to man." During December some of the correspondence between two of the vice presidents of the American Tobacco Company and these secretly owned concerns was unearthed, and from these letters it appeared that, beginning in 1903, Nall & Williams were subsidized and paid two cents per pound on everything they sold by the American Tobacco Company, and all through the correspondence with Mr. Middleton and Mr. Bow, Mr. Dula "suggested" to them how they could get the business away from certain independent manufacturers, or prevent them from getting business in new territory. He also "advised" them of new brands to get up for competition, and what to do in regard to the corner in burley tobacco which the trust engineered in 1904, and while he was carrying on this correspondence, directing his letters to Mr. Milddleton's house, he was in regular correspondence with Mr. M. C. Patterson, President of the R. A. Patterson Tobacco Company, "advising" him what to do in the way of getting up new brands and going after the business of independent manufacturers after trying in vain to buy them up. He was also doing the same thing with Mr. R. P. Hamilton, of the Bland Tobacco Company, Petersburg, and while Mr. Dula was following up these concerns, Mr. Percival S. Hill was directing the Queen City Tobacco Company in its onslaught upon the Day & Night Tobacco Company, of Cincinnati, and was also instructing Mr. Carter, of the Wells-Whitehead Tobacco Company, what to do in the independent cigarette business. Each and every one of these apparently independent concerns were

(Continued on page 13)

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Columbia Straight Will Do It.
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These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.
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American Protectorate
A Choice 5c. Cigar
Handsomely Packed and put up in Several Popular Shapes and Sizes
Manufactured by
Himmelberger & Noll,

ROBESONIA, PA.

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

SAMUEL HARTMAN & CO.

DEALERS AND PACKERS OF

Domestic Leaf Tobacco of All Kinds

CONNECTICUT A SPECIALTY

Office and Salesroom:

313 and 315 West Grant Street

Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

S. Weinberg

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

121 North Third Street

PHILADELPHIA

Norristown Tobacco Works

Keyno

HAVANA SHORTS

2 oz. 5c.

NORRISTOWN, PA.

Manufacturers of

Havana Shorts

Private Brands for Jobbers a Specialty Samples submitted on application

L. J. SMITH & CO.

Wholesale

Cigar Manufacturers

and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

Established 1895 Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of Sumatra and Havana

Packers and Exporters of and Dealers in Leaf Tobacco

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

Increased Business in Havana.

More Sales Reported Notwithstanding the Strike in the Factories. Market Prices Have Moderated, Dealers Preferring to Sell Their Stocks. No Change Either Way in Figures Now Ruling is Expected.

Special Correspondence of The Tobacco World.)

Havana, Cuba, January 27, 1908.

Business during the past week has shown quite an increase in the volume of sales reported, and this notwithstanding the dullness in the demand from the local independent factories, due to the strike. Prices for all classes of tobacco have moderated and manufacturers have no longer any reason to complain of exorbitant figures. Unfortunately, however, dealers are the ones who have to pay the piper, but they prefer to sell their stocks rather than hold on to them in the hope of perhaps being able to do better later on. It is not likely that prices will advance, but on the other hand neither does it seem probable that they will go any lower. Buyers who come here now have the advantage of making their selections, while later they will have to be satisfied with the second or third choice of goods which may remain unsold.

Undesirable and faulty tobaccos will have to be sold at very low prices because under ordinary circumstances nobody wants them, except socalled bargain hunters who may be closing their eyes and looking only for low prices. Every manufacturer who understands his business knows, however, that a high priced article may in reality be cheaper than a lower priced one, as the former gives pleasure and satisfaction, while a cheaper cigar (at a low figure) may be abominable and nasty. The smoker may be tempted to try such a cigar once, but he will not stick to it and order it again.

Unfortunately the cigar business is a peculiar one, as, with abnormally high prices for the raw leaf, the manufacturer is unable to get a corresponding advance for his finished prodcut, and therefore it may have been excusable to fake cigars to a certain extent. However, as prices for Havana tobacco have come down, it is time for the intelligent manufacturer to again produce a better cigar, and thus increase the number of his customers.

Tampa and Key West have imported from Havana 54,454 bales of unstripped leaf, and 1,417 bales of stripped fillers during the year 1907. Adding to this 17,712 bales of old Havana tobacco from the stocks held by the manufacturers in bond, or in their factories January 1, 1907, it would only give them some 75,000 bales in all, and from which they have made about 400,000,000 cigars. As the factories surely cannot get more than 4,000 cigars from a bale of Havana tobacco, they must have employed 25,000 bales of leaf which was not grown in Cuba. The assumption here is that the large, reputable factories are not guilty of any faking, but that some of the new comers and smaller concerns have taken advantage of the universal fair fame of Tampa and Key West (as makers of strictly clear Havana cigars, wrappers and fillers), and used substitutes from Mexico, Porto Rico, Florida and other domestic leaf to trade them off as "Puros." However, while there may be some laws to punish evildoers in selilng goods under false colors, generally the trade and the public are bound to find out the deception in the long run, and the ultimate result is that the fakers lose their business in the end. Honesty is always the best policy, after all.

Sales

run up to 5,027 bales during the past week, divided between Vuelta Abajo 2,480, Remedios 2,418, and Partido 129 bales. American buyers took 4,259 bales, exporters to Europe 618, and the local cigar and cigarette factories only 150 bales.

Buyers Come and Go.

Arrivals—Sam. I. Davis, of S. I. Davis & Co., Tampa and New York; Jose Cosio, of Jose Cosio & Co., Tampa;

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS

ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

SOL HABANA

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge Y. P. Castaneda

JORGE & P. CASTAÑEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido. Corner Dragones Street, HAVANA

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" Correspondence Solicited in English

---

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM *Habana*

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

Rz. BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista **Neptuno 170--174** Special Partner—Gumersindo Garcia Cuervo

Jose Gestal, of Jose Gestal, New York; Andres Diaz, of Andres Diaz & Co., New York and Tampa.

Returned—Ike Bernheim, of I. Bernheim & Sons, Havana and New York.

Departures—Charles Landau, J. A. Landfield and S. Herzog, for New York; S. Grimish for Boston; Francisco Diaz, Jose Cosio and W. T. Morgan for Tampa, and H. Anton Bock for Tampa and New York.

Havana Cigar Manufacturers

The trust is still working with full forces, although there are rumors that it will reduce its hands by 1,500 this week. If this should happen then the committee of the Federation of Labor ought to declare a strike in the trust factories also, in order to be consistent in its actions. On the other hand, some of the large independent factories have been offered competent and peaceful cigarmakers, if they will open branch factories in a few of the country towns (of about 5,000 to 10,000 population), and the mayors of which will guarantee that no objectionable persons are admitted. Key West has also, through its Realty Association, offered to give our cigar manufacturers a free lot, to build a factory according to their designs, and of which they would have to contribute a small part, provided they would only guarantee to make a few million cigars during the next two or three years and that thereafter they should have a deed to the lot and factory free of any cost or expense. It remains to be seen what effect this liberal offer will have upon our cigarmakers, and whether they may not conclude to go to work again, rather than to ruin the cigar industry here, and thus to make themselves involuntary emigrants to Key West or Tampa as a last resort to keep from starving.

H. Upmann & Co. shipped 300,000 cigars last week.

Buying, Selling and Other Notes of Interest.

M. Menedez Parra is reported to have sold 1,500 bales of Remedios to his customers, Fred Opp and S. B. Shedlon.

Hernandez & Alvarez sold 1,000 bales of Vueltas to various American buyers.

A large buyer for Europe, who does not wish to have his name published, was again in the market during the past week, and I understand took close on to 700 bales, or more even.

Sobrinos de Antero Gonzalez did considerable again, making sales to the extent of 600 bales of Vuelta Abajo.

E. P. Cordero was a buyer of 400 bales of Vueltas and may not finish his accumulations of stock before he leaves again for his New York home.

Gonzalez, Benitez & Co. disposed of 500 bales of Vuelta Abajo and Remedios.

S. Grimish purchased over 200 bales of Remedios for his Boston factory.

Garcia & Co. are said to have closed out 450 bales of Vueltas to H. Anton Bock of Don Antonio cigar fame.

W. T. Morgan was a buyer to the extent of 100 bales of choice leaf for his Tampa factory.

The Association formed here, under the guidance of our Mayor, to make Havana attractive to tourists as a winter resort, is making great headway, and the coming carnival season will be of a surprising and entertaining nature, and the publicity in the United States will draw great crowds here during the months of February, March and part of April. Any tobacco buyers who should happen to visit us during that time may find some diversion from their arduous duties, during the evenings.

RECEIPTS FROM THE COUNTRY.

	Week ending Jan. 25 Bales	Since Jan. 1 Bales
Vuelta Abajo	969	2,284
Semi Vuelta	—	143
Partido	6	128
Matanzas	46	46
Remedios & S.Clara	1,495	5,002
Santiago de Cuba	50	723
Total	2,566	8,326

Cheering Report from Tampa.

Tampa, Fla., Jan. 30.

Don Vicente Guerra, the veteran cigar manufacturer, stated that conditions in the clear Havana cigar manufacturing business are steadily improving, and there is every indication that the present year will be a much more satisfactory one for the manufacturers than was 1907. F. R. Diaz, junior member of the firm, is now in Cuba buying tobacco for the factory. The force at the factory is being steadily increased, and orders are coming in at a very gratifying rate.

A two story and basement brick cigar factory building will be erected on Eighth avenue close to the Tampa Northern Railroad, for A. Ramirez & Co., makers of the Jules Verne and other popular brands of clear Havana cigars. The contract has already been given, and as soon as it can be completed the firm will move into it from their present factory in West Tampa. The new building will be 80x100 feet in dimensions.

Significant Visit of an American Official.

Memphis, Tenn., Jan. 31.

Percival S. Hill, Vice President of the American Tobacco Co., was a visitor here recently. Just what the mission of Mr. Hill is in the city is not known. It may have to do with some important business of the tobacco situation. It is reported also that prominent tobacco men of the tobacco section met Mr. Hill in Memphis, and that some consultations were held.

Mr. Hill was very elusive and could not be found when an interview was wanted. His mission is therefore taken to be very mysterious and such that the American Tobacco Company does not want used for publication at present.

It is a matter of supposition that the present troubles of the trust and the tobacco growers of Kentucky are causing the presence of Mr. Hill in Memphis at this time. This may or may not be the cause. However, much significance has been attached to his presence in the city.

—The Wentzel Cigar Company, whose plant at Brooklyn, W. Va., was burned down some weeks ago, has resumed operations in a new building secured for their needs until the former building can be rebuilt.

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market
Correspondence solicited in English

Monte 156, P. O. Box 595 HABANA, CUBA Cable: "Calda"

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

ENOS SMITH EDMUND H. SMITH

Hinsdale Smith & Co.

Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF **Tobacco**

125 Maiden Lane

ESTABLISHED 1840 NEW YORK CABLE: "NARGIL"

FARNHAM & REYNOLDS

Home Office: ADDISON, N. Y.

Packers of Finest Big Flats and Onondaga **Cigar Leaf Tobacco**

Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.

CONNECTICUT HAVANA SEED

ERNEST ELLINGER & CO. Office, Nos. 87-89 Pine Street
Importers of HAVANA TOBACCO New York

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of Leaf Tobacco
Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
NEW YORK
Cable Address: "HERE."

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, February 4.

New York Leaf Market.

During the past week there were some signs of a gradual resumption of activity in the leaf market, not that any really heavy purchases have been so far consummated, but there has been a rather more liberal buying of certain types of tobacco, and with inquiries also becoming more numerous there seem to be sure indications that manufacturers find business getting more nearly normal, and this condition must rejuvenate the leaf market. True, there were again a few local disturbances among financial institutions, but that had no especial effect on the leaf market, as they were regarded rather as an aftermath, than the forerunner of further serious trouble.

The Sumatra market has been a trifle more quiet than during the previous week, but not alarmingly so, for the time of the early inscriptions is now rapidly approaching, and at that time there is usually a lull in the trade.

Havana has remained inactive, and little further change is now expected for a few more weeks.

• • •

Cigar Manufacturers.

Business is not yet satisfactory with this branch of the industry, although the conditions vary at the different important factories. Business comes in from the more distant points far better than from those nearby, and as traveling men are now all in their respective territories there is good reason to expect progress.

• • •

Death of Philip Fitzpatrick.

Philip Fitzpatrick, senior member and one of the founders of the well known cigar manufacturing firm of Fitzpatrick & Draper, of Troy, N. Y., died Saturday week last, at his home in that city. The firm is one of the best known in New York State. Deceased was about sixty years of age. He is survived by a widow, a son, Philip Fitzpatrick, who is also associated with the firm, and two daughters.

• • •

John W. Merriam's Busy Week.

John W. Merriam, of Roy Croft fame, had a busy time last week. Considerable of his time was taken up in the completion of the formation of John W. Merriam & Co. as a corporation, with a capital of $500,000. This action, Mr. Merriam states, was desirable in order to give to some of his former employes an interest in the business.

Mr. Merriam also disposed of his interest in the Ruy Lopez Ca., which action, he states, was necessary in order that he might devote his entire time to the Roy Croft shop, the business of which is growing steadily.

Roy Barrett, who has been for some years with the Ruy Lopez Ca., has taken over Mr. Merriam's interest in the latter company.

Adult Women May Smoke.

The ordinance recently passed by the Board of Aldermen, forbidding women to smoke in public places, was vetoed by Mayor McCellan, who says the aldermen have no power to make such a law.

The ordinance provided for fining proprietors of hotels, restaurants and other places for permitting women guests to smoke.

• • •

To Let—Two Cigar Stores.

Two cigar stores of the Schulte chain are now placarded "to let," one at 26 and another at 49 Cortland street. The reason assigned is that the business is to be consolidated with a new store which will be opened about May 1st, in the McAdoo Building.

• • •

Trustee of Exposition Co. Elected.

Wm. D. Brush, receiver of the Tobacco Trades Exposition Co., was elected trustee for the bankrupt concern, at a meeting of creditors held at the office of Referee in Bankruptcy Allen, 67 Wall street, recently held. A further meeting of creditors was held on January 30, but only routine business was transacted.

• • •

Elkins Pipe Agency.

The Elkins Pipe Co., of 25 West Forty-second street, recently incorporated, has effected an arrangement with M. J. Root Co., of 29 East Twenty-second street, whereby the latter takes the exclusive selling agency for the United States for the Elkins pipe, a product of the first named company.

• • •

To Prevent Minors Smoking.

An attempt will be made to prevent, by law, the use of tobacco, in any form, by any minor in the city of New York.

This task is not undertaken by any "reform" organization, and has no alliance, actual or tacit, with the Anti-Cigarette League or kindred organizations, but is on a basis which ought to satisfy the most captious stickler for "practical" methods and workers in "reform."

The Board of Aldermen it is which proposes to stop—by edict—the use of tobacco by minors in New York.

The campaign was opened when Alderman Veldon, at a meeting of the board, introduced a resolution prohibiting any dealer from selling, giving away or disposing of cigarettes or tobacco in any form to any person under 18 years of age. The resolution is believed to be likely to pass, and if it does it will be demonstrated whether the power of the Board of Aldermen is far-reaching enough to prevent the youth of New York from smoking.

—The consumption of tobacco averages about 800,000 tons annually for the whole world.

The Newest Thing in Cigarettes

—not merely new in name, but also new in essential features—just the kind of a cigarette that will please your customers. A cigarettee filled with genuine Havana tobacco but made in America in the American way. That is why they cost less than half as much as imported brands. If you want to see your cigarette sales increase just offer your trade

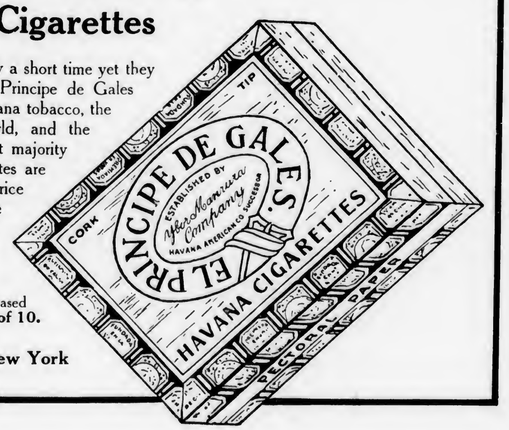
El Principe de Gales
Cork Tip
Havana Cigarettes

They have been on the market only a short time yet they have made a tremendous hit. El Principe de Gales Cigarettes are made of genuine Havana tobacco, the finest and costliest tobacco in the world, and the most delightful of all tobaccos to the great majority of smokers. El Principe de Gales Cigarettes are oval in shape, cork tipped, rolled in both rice and Cuban pectoral paper. The wholesale trade price is

$7.50 per thousand

Send in a trial order to your nearest jobber—it will mean increased sales and more profit for you. **Retail price, 10c per box of 10. Packed 100 in a carton.**

HAVANA-AMERICAN COMPANY, New York



Established 1889 Incorporated 1907

A. B. HESS CIGAR CO.

INCORPORATED

Manufacturers of

HIGH GRADE

Havana and Domestic Cigars

Advantageous arrangements will be made with progressive distributors in territory not already covered - - -

These brands are strong specialties, finding favor wherever introduced

Factory and Office:

349 to 351 North Shippen St.

LANCASTER, PA.

For Genuine Sawed Cedar Cigar Boxes, go to Established 1880
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

Mr. Campbell's Address.

(Continued from page 5)

pushing their business throughout this country as independent tobacco manufacturers, using the union label and pretending to belong to our camp, and were therefore able to knife us at short range, and keep the jobbers and retailers of the country stirred up so that they did not know where they were at.

This correspondence, which has been read into the record of this suit in Equity, is so surprising, revealing the determination on the part of the Trust officials, where they could not buy off a competitor, to kill him off, that we wonder at the state of mind to which these men brought themselves, living and doing business in this free country, and the only explanation we can find of it is that they were so drunk with their success that they felt themselves superior to all law and immune from its enforcement, but, thank God, the Government still lives, and we have at its head a president who believes in fair play, and he is determined that you and I shall have the right to do business so long as it is decent, honest and legitimate.

The most determined and vindictive onslaught against a competitor, as thus far developed by this trial, and as was previously well known to many of us, was that which the Queen City Tobacco Company, of Cincinnati, waged against the Day & Night Tobacco Company. This Queen City Tobacco Company was wholly owned by the American Tobacco Company, but so that its ownership might not be apparent in Cincinnati, Mr. Richards, of Boston, was made the go-between, the sinews of war being sent to him, and through him to Mr. Galbraith. From the day that company was formed it waged warfare, regardless of cost, helping the Trust to run up the price of the raw material while keeping down the price of the manufactured article, and, when cigar clippings had gone up from seven and a half to twenty-five cents, changed its package from 2½ ounces for 5c to 3 ounces for 5c. Then Mr. Galbraitb consoled with Mr. Friedlander, and lamented the unprofitableness of business, and Friedlander, still thinking that Galbraith was independent, gave himself away, and, finding that he had either to sell or face ruin, surrendered.

It was my privilege during December to hear a good deal of the testimony in this Government suit against the American Tobacco Company and its allied companies, and to learn by that testimony of the machinations of the Trust in open warfare, and of its bushwhackers in ambush fighting us in the ear, and it is simply marvelous to me that we are here, still free and independent and in a position to carry on our business. It has been a long and weary fight from the summer of 1903 until the summer of 1907 which this Association has conducted in order to get these secretly trust-owned "independent" manufacturers unmasked, but happily this is now being accomplished.

During the taking of testimony recently in this Equity suit, I was very glad to hear, and I am sure you will be glad to know, that the former president of this Association, Mr. John Landstreet, did not know of the secret ownership of the R. A. Patterson Tobacco Company until the spring of 1905, but to my mind this places the American Tobacco Company in a position all the more reprehensible because, while, according to Mr. Dula's testimony, Mr. Landstreet did not know of this secret ownership, the American Tobacco Company did know that Mr. Landstreet was president of our Independent Tobacco Manufacturers' Association, and it allowed him to continue president of the Association from August, 1903, until February, 1905, and there are no words in the English language sufficiently strong to stigmatize as they should the duplicity thus practiced.

Some of you will recall Mr. Landstreet's scathing arraignment at our meeting in December, 1903, of anyone who could be so low, so demean himself, as to be present with us if the Trust had any interest in the business he represented, and we believe he was sincere in what he said, but we cannot say as much for Mr. George Bow, representing Nall & Williams, as, while he was at that meeting hotly maintaining the independence of his company, he knew that it was not so, as he was then in regular communication with an officer of the American Tobacco Company.

The trial of the suit in Equity is still pending. It, therefore, would be impolitic, unwise and useless to speculate as to its outcome, but already much relief has been accomplished, for which we have great cause of thankfulness, and we may rest assured that neither the Tobacco Trust nor any other trust will for all time be allowed to continue to do business in violation of law, and, whenever forced to conduct business according to law, we will have an opportunity of doing our business untrammelled, without fear or favor. Sooner or later the jobbers and retailers of tobacco throughout the country will take courage and realize that the only safeguard they can establish for the perpetuation of their business lies in supporting independent tobacco manufacturers, their interests and ours being identical. Every thinking tobacco dealer throughout the country knows full well the danger confronting his business, and still so many of them are so satisfied to live today that they bow the knee to the one great power in the tobacco business and steadily help it to kill off their own business. These jobbers and retailers of tobacco, if they would only allow the spirit of their forefathers to possess them, would, with American grit, fight for their inborn right to do their business in their own way, buying from whomsoever they please, and they would also appreciate the fact that, were it not for the continued existence of the stubborn few independent tobacco manufacturers, the jobbing and retailing of tobacco throughout the United States would soon be altogether in the hands of the Tobacco Trust and its retail stores, The United Cigar Stores Company, and realizing this, they would push the sale of the goods which it is clearly to their best interest they should push, namely, those manufactured by really and truly independent tobacco manufacturers.

I had expected that the appeal of the American Tobacco Company in the Plymouth County case would have been argued in the Supreme Court of the United States by this time, but I am advised that the American Tobacco Company has abandoned that appeal, and now the decision of the Supreme Court of Massachusetts stands, and after fighting since 1900 the Trust has thrown up its hands and admits that, in Massachusetts at least, it cannot make it a condition of sale that the buyer shall not buy like goods from another.

Some of you will recall that in 1900 all goods of certain independent manufacturers were thrown out by jobbers in New England, and those jobbers were prohibited from buying any new brands of any independent manufacturers. The Massachusetts Legislature passed a bill for the "Protection of Traders," prohibiting the Trust from continuing its restrictions, and from the passage of that bill until 1904 we had free trade in New England. Then, having secured control of so large a number of manufacturers doing business in that territory, evidently the Trust thought that it could do as it would, and in January, 1904, you and I and every other independent manufacturer doing business in New England had our goods thrown out by ninety-nine per cent. of the jobbers in that territory. In May, 1904, Mr. Asa P. French, then District Attorney of Plymouth County, at the instance of the attorney of this Association, Mr. Paul R. Blackmur, summoned before his grand jury the jobbers of tobacco in his county, resulting in the indictment of the representatives of the Trust. In October, 1904, the case was tried and conviction had. The Trust appealed, and on some technicalities, the appeal was sustained, and the case had to be tried over again, resulting in another conviction, which was amply

(Continued on page 17)

JOSH BILLINGS

5c. Cigar

"There hain't none better than the best."
—JOSH BILLINGS.

This Is the Best.

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.

I. LEWIS & CO.
Makers,
Established 1870. Newark, N. J.

Z. JOHN NORRIS,
Manager of the Philadelphia Office,
14 South Fourth St.

E. A. CÁLVES & CO. ....IMPORTERS of <C> HAVANA, 123 North Third Street PHILADELPHIA

A GROWING TENDENCY.

Modern business methods are concededly far-reaching, especially with the vast aggregations of capital called corporations and trusts. While not a new thing in the business world, it is said that the tendency of large corporations to acquire newspapers and magazines for the purpose of "influencing" and "moulding" public opinion is growing. While regular newspaper and magazine publishers may not lie this encroachment upon what they feel to be their legitimate domain, they, with others, cannot but decry "manufactured sentiment"—a carefully prepared opinion, or set of opinions, designed to bolster up or further schemes of a selfish nature; to exploit the interests of a few at the expense of the many.

In connection with this subject, the following from the National Advertiser of New York, is interesting to tobacco interests and the tobacco trade press:

The latest rumor is that the American Tobacco Company has acquired a controlling interest in the Hampton Advertising Agency, and that Mr. Hampton, in turn, owns the Broadway Magazine. This is the magazine that for some months has been making trade deals to the extent of $100,000 with newspapers throughout the country in exchange for some stale but select fiction that appeared some years ago.

Meanwhile the magazines are the chief competitors of the newspapers and in view of the above combination, and with Harold Roberts, of the American Tobacco Company, as the principal owner of McClure's, it will not be long before the magazines are carrying all the cigarette business at the expense of the newspapers.

With a number of magazines in control of the tobacco trust, a great deal could be said in favor of that monopoly which might be quite misleading and make it harder for independent dealers to get along.

On page three of this issue will be found the report of Vice President Hugh Campbell, of the Independent Tobacco Manufacturers' Association, which was delivered to this office on Friday morning last by "Jack" Fowler, manager of the Philadelphia office of the United States Tobacco Company, of which company Mr. Campbell is President.

The report is a comprehensive and masterful review of the operations of the Association since its inception, and especially covering the past two years, during which the Association has been more active than before. It is interesting and instructive, and can be read with profit by every member of the trade, regardless of their personal views or inclinations.

In a letter addressed to Mr. Fowler by Mr. Campbell, who was then in Boston, he stated that The Tobacco World was the first trade paper to which he dispatched a copy of the report, and he requested that a large number of copies of this issue should be reserved for the use of the Association. While such a request is not an unusual occurrence, it is regarded as a compliment from the present head of the Independent Tobacco Manufacturers' Association.

—As Philadelphia expands and grows, so does the demand for cigars and tobacco. The demand opens many new cigar stores—and thus the industry grows.

THE TOBACCO WORLD

ESTABLISHED 1881 — INCORPORATED 1902

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia

Cable Address, "Baccoworld." — Havana Office, Prado 36, Altos.

ADVERTISING RATES ON APPLICATION.

By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy.
Foreign Subscription, for all Countries of the Postal Union and Canada, $2.00 the Year.

Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, FEBRUARY 5, 1908.

Inscription Dates Fixed.

Through Herrn. J. H. A. Gebing, the well known Maakelaer of Amsterdam, Holland, we are advised that the dates for the coming Spring and Summer Inscriptions of Sumatra tobacco have been set as follows:

Amsterdam.
March 13 and 20.
April 3 and 10.
May 8, 15 and 30.
June 5.
July 3 and 10.

Rotterdam.
May 1 and June 27.

The Newest Thing in Cigarettes.

The above is the title of a full-page announcement of the Havana-American Co., of New York, which appears this week for the first time in our advertising columns.

It refers to the new El Principe de Gales cigarette, which is the latest product of that company and is now being placed upon the markets of the country. The manufacturers claim that these cigarettes are made of genuine Havana tobacco, oval in shape, cork tipped, and rolled in both rice and Cuban pectoral paper, but that they are made in America and in the American way, and that, because of this fact, they cost the trade less than half as much as the imported brands. The wholesale trade price is $7.50 per M., and they retail at 10 cents for a box of ten.

Dealers can place orders with their nearest jobber and be supplied.

THE LOCAL TOBACCO NEWS

The leaf trade can this week be characterized as having been keeping itself busy on some "filling in" orders for goods needed for immediate use, but in a general way the market was still a trifle desultory. Inquiries have been sufficiently numerous to result in a big business, but when prices are quoted orders fail to follow. Offers are being constantly received, but the prices, leaf dealers declare, are such that they have to be turned down almost invariably. The business actually done was largely in Pennsylvania Broadleaf and Zimmer Spanish. No transactions of consequence have been reported in York State or Wisconsin tobaccos this week. But for the prices asked, Connecticut seconds would be a very saleable commidity in this market. There is, however, an apparent difference of about 5 cents per pound between the holders' figures and the price manufacturers seem willing to pay, and one side or the other must needs make concessions before any active trade can result.

In Sumatra tobacco sample bale lots have been the rule.

Havana tobacco is moving slowly. Manufacturers evidently are waiting to see more of the new goods, which are slowly coming in. The new tobacco is said to have an exceptionally good aroma, but is yet a little too green for immediate use.

Our manufacturers seem to be quite fortunate in securing sufficient orders to keep their factories working steadily and with full forces. There are signs of a continuing increase in business from now on, and a greater degree of confidence is now prevalent than at any time since November last. A number of the city's best known financial institutions have reported a surplus of cash, which is regarded as favorable to the city as a business centre.

The trade is still somewhat perturbed over the unsettled condition of the affairs of Robert Klee, whose financial embarrassment was reported in our columns last week, but through a typographical error we were made to place the liabilities at $3,000 instead of $30,000, as it should have been. It was at that time thought probable that an amicable settlement with creditors could be effected by Mr. Klee, but two suits have since been brought against him by leaf houses, and a department store has secured judgment for a couple of hundred dollars. That bankruptcy proceeding will next be instituted does not now seem improbable.

Gerson J. Heymann, a son of the late Henry Heymann, formerly proprietor of T. J. Dunn & Co., which was then at Broad street above Race, died a few days ago, at his apartments at a hotel in this city. He was but 29 years of age, and was well known in the cigar trade before his retirement a few years ago to engage in other lines of business.

The cigar manufacturing firm of Sumner Greene & Co., which consists of Sumner Green and Edward T. Colgan, has been changed in name to the Greene & Colgan Co., but the factory will be continued at 2330 Market street as heretofore. Business has been very satisfactory with this firm, and good progress is being made on their Greene Seal and other brands. Lelan M. Haller, one of the firm's salesmen, is this week covering New Jersey points.

Charged with breaking into the cigar store of George Deitsch, at 441 North Broad street, on Thursday night and stealing cigars and tobacco valued at about $100, three boys were arraigned before Magistrate O'Brien, in the Tenth and Buttonwood streets police station, and held in $800 bail each for court.

The prisoners gave their names as Eugene Mitchell, 18 years, of 1040 Nectarine street; George Heister, 17 years, of 2333 South Woodstock street, and John H. Kerr, 18 years, of 1223 Wallace street.

John H. Leggett, who keeps a cigar store at 633 North Broad street, was also arrested, charged with receiving stolen goods. He was held in $800 bail for court. Leggett denied that he knew the stuff was stolen property when he purchased it. The boys say they received $25 for it.

A new package of cigarettes is being introduced in this market at present, which comes from the factory of the Ware-Kramer Tobacco Co., Norfolk, Va., and is being distributed through Arthur Hagen & Co. It is called White Rolls—Special Turkish Blend, packed 20 to a box, and retailing at 15 cents per package. We are informed the goods have already made a decided hit here.

President Hugh Campbell of the United States Tobacco Co., of Richmond, Va., passing through Philadelphia on Friday morning last, enroute to New England, stopped off for an hour to meet the company's local manager, "A Fowler," when it was arranged that Mr. Fowler should meet Mr. Campbell in New York this week. Mr. Fowler will be accompanied by two prominent members of the local trade, and we are expecting to receive some very interesting news within the next few days.

The Pent Bros. opening of their new store at Eleventh and Filbert streets on Saturday was quite a gala event with that firm. Hundreds of souvenirs were distributed among the visitors, and the business of the day was gratifyingly large.

Chas. M. Gudknecht, President of La Hilda Cigar Factory, informs us that they have felt no ill effect of the panicky times, but that there continues a steady and even demand for their product from all sections. If anything, there has been a specially strong demand for the several leaders of the house which had been most aggressively pushed during 1907.

H. Sommer Co., of Quakertown, which is one of the oldest as well as one of the largest factories in the nearby towns, has, in common with other factories in the First District, had a very satisfactory business for the month of January. This is especially true of their Dorothy Dix, a leader in the 5 cent line, which is closely followed by their Red Ola brand.

—The record for last year in the 'Missouri Meerschaum' industry shows that ninety-five carloads of corncobs were converted into 26,206,934 pipes, representing a cash value of $402,513.

A DIRECTORY THAT DIRECTS!

Price, Two Dollars

YOU ARE INTERESTED

IN OUR

New and Perfected Edition

TOBACCO TRADE DIRECTORY

AND

Ready Reference

Because it contains Vital Information You Can't Get Any Other Way.

WHY THE WHOLE TRADE MUST HAVE IT:

Cigar Manufacturers

find it indispensable because it gives them by a five seconds' search from the index, not only the names and addresses of all Jobbers in the entire United States but—just as important—the names of the Buyers in all the large houses where special men are employed for that purpose.

Jobbers and Dealers

can save hundreds of dollars, because this book locates for them, immediately, any factory by its number, so they are in constant touch with the fountain head of their business. This class also needs the list of **Prominent Brands and Prices** which the book contains.

The Salesman,

Leaf or Cigar, must have the Directory to supplement his own lists. Put it in his grip, and in any town he is never at a loss.

Leaf Tobacco Dealers, Cigar Brokers, Supply Houses

cannot duplicate by any means the classified and copious information supplied by this book. With all classes it is sure to be in constant use. It is truly **A DIRECTORY THAT DIRECTS.**

Send Your Order Now So You'll Get It Soon. A Flat Price of $1.50 on Lots of Ten or More. Single Copy, $2. Orders Must Be Prepaid. The Directory is Sent Carriage Free.

Tobacco World Publishing Co.
Philadelphia, Pa.

Money-Earning Facts

In offering you the TOBACCO TRADE DIRECTORY AND READY REFERENCE we know we are giving you an invaluable BUSINESS HELP whose actual cash value to you can't be measured.

There is nothing else like it for supplying you with information about all the people in all branches of the tobacco business, or about one firm or man in one branch. Look at the Index, turn to the page indicated, and you've got what you need.

We have covered the trade thoroughly. Our lists are fresh, and—best of all—they are right.

CONTENTS

SEC. 1.—CIGAR MANUFACTURERS. They are arranged alphabetically by towns, and again numerically by factory numbers. You are able to identify your people either way.

SEC 2.—TOBACCO MANUFACTURERS. The number, name and address.

SEC. 3.—LEAF TOBACCO DEALERS. Arranged by towns in alphabetical order. Any dealer quickly located.

SEC. 4.—WHOLESALE DEALERS AND JOBBERS. This list includes not only all wholesale cigar and tobacco dealers, but all wholesale grocers, druggists, confectioners and liquor dealers that DO handle cigars and tobacco, and NONE that DON'T. The list is arranged alphabetically by States and towns and each branch of the business is so indicated. It is the ONLY List which, in the case of each house, gives the NAME of the BUYER.

SEC. 5.—COMPANY STORES. This is an important feature and is the only list of the sort ever compiled. It embraces a list of the stores throughout the mining States, operated in the main by mining or other large companies—all of them LARGE BUYERS of cigars and tobacco. Information you can't get hold of any other way.

SEC. 6.—CIGAR AND TOBACCO BROKERS. A complete list of important people through whom a very large business can be worked up.

SEC. 7.—CIGAR BOX MANUFACTURERS. Includes all in the United States.

SEC. 8.—PROMINENT BRANDS. The names of hundreds of prominent brands of goods, their prices, and in every instance the name of the manufacturer and where to reach him.

Don't Delay! Send your order at once as the supply is limited.
Use the coupon below.

1908

Tobacco World Publishing Company,
224 Arch Street, Philadelphia.

Gentlemen: Enclosed find { CHECK / DRAFT / MONEY ORDER } for Two Dollars, for copy of your new "Tobacco Trade Directory and Ready Reference," to be delivered free.

Name_____ Business_____

Street_____ Town_____ State_____

BLEED THROUGH

H. F. Kohler

Manufacturer of

High Grade Nickel and Seed and Havana

∴CIGARS∴

Factories, Nashville and Jacobus, Pa.

Main Office, Nashville

Correspondence with Wholesale and Jobbing Houses invited.

Take no other but the Genuine

Established 1869
Incorporated 1893

Juan F. Portuondo CIGARS

Registered in U. S. Patent Office

Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark and Signature of Juan F. Portuondo

There are more IMITATIONS of this old established and JUSTLY FAMOUS brand of cigars than any other cigar in the world.

MANUFACTERED ONLY BY
The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia.

Mr. Campbell's Address.

(Continued from page 13)

sustained in a very able decision rendered by Judge Knowlton, of the Supreme Court of Massachusetts, and I congratulate this Association upon the final result reached in that long fought litigation.

The farmers and mechanics of this country are fast opening their eyes to the might and power of the ballot box, and it is inconceivable that for any length of time a few trusts, dominated by a few men, are going to be allowed either to rule or ruin this country, for the American people will not be made serfs, and the sooner a few magnates of the country realize this, the better for them. They have had a little preliminary taste during the past few months, and so sure as they persist in their combinations, monopolies and disregard of the rights of others so surely will a day of atonement be reached.

Many of the States have passed acts prohibiting a railroad company from buying or acquiring any interest in a parallel or competing line, and this surely is sound policy, viewed from the standpoint of the greatest good to the greatest number, and in these days of anti-trust agitation it seems to me that the time has come for the National Government to exercise control over the large industrial corporations of the country, and that a law should be enacted making it illegal for any industrial corporation, which has forty or fifty per cent. of the business in the United States in the article which it manufactures, or in which it trades, from buying up a competitor, and it should also be made illegal for a great corporation to sell goods at a less price in one part of the country than it does in another. You and I have seen the Tobacco Trust give goods away for nothing, sometimes less than nothing in one locality, in order to accomplish its nefarious purpose of killing a competitor, or so demoralizing him that he would sell out.

If the business of the country is to be preserved for the people of the country, if young men are still to have the inspiration, encouragment and hope their fathers had of one day being in business for themselves, then the growth by fair means or foul of these great trusts must be restrained. If our legislators are wise, they will now take time by the forelock, and pass a law controlling combinations, and not delay until people become desperate and wanton destruction and waste ensue. A fair index to what may be expected is now taking place in Kentucky.

In January, 1903, this Association took an active part in bringing to the attention of Congress the iniquities of the coupon system in connection with the tobacco business, coupons being placed in smoking tobacco and tags upon plug tobacco for redemption, so that when a man bought a package of smoking or piece of plug tobacco, he acquired a small to be divided interest in a needle or an anchor, a shot gun or an automobile.

A bill was introduced by Mr. Otjen and passed the House of Representatives but was held up in the Senate. At the following session another bill was introduced, but by that time the Trust had a grip upon the throat of our Association, and as an association we did nothing in favor of the bill, and it was voted down in the Ways and Means Committee of the House. At the hearings before that committee the Trust did not openly appear in person, but instead it had officers of apparently independent concerns, but which it owned, appear at the hearings before that Ways and Means Committee in opposition to the bill, one of the most active being Mr. R. P. Hamilton, of the Bland Tobacco Company, Petersburg, which company was at that time entirely owned by the American Tobacco Company, and yet he had the audacity to argue before that committee that his business would be greatly injured, and that the act would be a great wrong to his independent concern. Mr. George D. Bow, representing Nall & Williams, also came to Washington to work against the bill. The officers of the Trust and others in authority at 111 Fifth avenue wrote to the officers of nearly all its secretly owned or controlled concerns to become active in opposition to this anti-coupon bill, using their best efforts with their congressmen against the measure, and so, with a great many apparently independent concerns protesting against the bill, the Ways and Means Committee was naturally led to suppose that the independent manufacturers were by no means united, whereas the fact developed that at that time there were only two really independent manufacturers in the United States, so far as we can ascertain, who were earnestly against that measure.

Mr. Tawney has again agreed to introduce a bill to rid the country of this obnoxious practice, to stop giving something on the side, and I now recommend that we take up this anti-coupon question and settle it once and for all time, and get it behind us.

I would also recommend to the Association that it consider whether or not it is possible to bring the tobacco warehouses of Louisville and Cincinnati to realize that their present method of sampling tobacco is outrageously unjust, a large proportion of the samples drawn being utterly unlike the hogsheads from which they are taken, and at times the wonder is where the samples come from.

The Association should also consider the Free Leaf Bill, which is again before Congress, and arrange to have its passage opposed, for should it become law it will surely injure the tobacco manufacturing business and fail utterly to benefit the farmer.

Other matters of interest for our Association will come up for discussion, and I hope each member will go away feeling well repaid for the journey here.

—Trade journals are glad to help advertisers prepare effective copy. They have men trained to do such work. It is a part of their business.

TRADE QUIET IN BOSTON.

What Various Parties are Doing to Stir Up Business.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., Feb. 3.

The Boston trade is still quiet. Jobbing houses complain of poor conditions. The weather was very cold the past few days and people now look for a speedy improvement in business. Our banking houses are in a sound and healthy condition, unlike some of those in other large cities.

Visiting salesmen have not been very numerous the past week.

The Mentor Co. is making a big splurge on their Ramly cigarettes here. Jobbers are pushing the sale of them and the retailers are also taking kindly to the proposition, owing to the good profits to be derived from their sale. A crew of capable salesmen are doing some telling work, and as soon as the new advertising matter arrives numerous window displays will be made. Attractive cigar bands will shortly be placed in each package of Ramly cigarettes free to the consumer.

Frank Swick and his two able salesmen, Messrs. Levy and Murphy, are working slowly but surely to better the sale of the Egyptian Arabs cigarettes. Mr. Swick is as slick a cigarette salesman as any here, and usually makes good at anything he tackles.

The Markell Drug Co. on Scollay Square is getting to be a regular meeting place for most of the cigarette salesmen. Drop in any morning and you can always find four or five there, and they generally receive a small

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

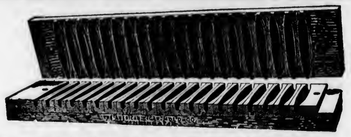
SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers
Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & Co.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart.
Dallas Cigar Co
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna



SAVE AGENT'S COMMISSION

Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.

Send for our Catalogue of 1,500 Shapes

The American Cigar Mold Co., Cincinnati, O.

order from Smiling Long John (new nickname) to help start the day's business.

F. L. Roberts, the cigar jobber at 31 Central street, has recently taken on Daruma, a seed and Havana cigar from the house of Mendell, N. Y.

Wm. Lakamp, of New York, the Eastern representative of the Brunhoff Manufacturing Co., makers of cigar cutters, lighters, etc., spent several days here the past week, and reports having done a fair business.

The proprietors of the Hotel Netherlands, on Boylston street, have filed a petition in bankruptcy. The cause of the failure is attributed to the stringency of the money market. This hotel was formerly known as the Hotel Lexington.

The Premium Department of the American Tobacco Co. is making arrangements with many of our retailers to open a number of depots here, where their tags and certificates can be redeemed instead of having to send them to New York.

Harry Baker, of Baker Bros., the Hanover street jobbing house, was married last Thursday evening to a Miss Finkelstein, of Chelsea. The ceremony took place at Commonwealth Hall, East Boston, and was largely attended by members of the trade.

The Norma Cigar Co. is meeting with much success in placing the Flor de Mendell cigars, made by Mendell & Co., New York.

J. F. McGreenery has notified the trade that on and after February 15 the price of Poet Londres 10's will be $65 per M., and Poet Perfectos $68 per M., which is an advance of $2 per M., and the price of Marksman will be advanced from $34 to $35 per M.

L. Shapiro will start tomorrow on a trip through Connecticut in the interest of the Nestor Gianacles Co., and no doubt will make a good showing on the famous Nestor cigarettes in that territory. Ben Ali.

PATENTS RELATING TO TOBACCO, Etc.

877,697 Treatment of tobacco; A. C. and G. Q. Bedortha, Windsor, Conn.
877,698 Treatment of tobacco; A. C. and G. Q. Bedortha, Windsor, Conn.
877,827 Cigarette machine; H. Bilgram, Philadelphia, Pa.
877,700 Receptacle for tobacco wrappers; E. C. Brockmann, Davenport, Ia.

SPECIAL NOTICES.
(12½ cents per line, 8-point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LaSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-51h

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

We Want to Send FREE
To every Cigar and Tobacco Man
Our NATIONAL CATALOGUE of
Tools, Supplies and Novelties
a reference book that makes buying easy and profitable.
Make your request on your letter-head today.
NATIONAL SELLING COMPANY
Allentown, Pa. 11-13ch

L. BERNFELD
Cigar Broker
West Haven, Conn.
2-5tf

Pennsylvania Tobacco Seed
Scientifically grown and separated; 1,800 to 2,000 lbs. per acre; packets, 25 and 50c. Open grown, unseparated, $5 per lb
John S. Weaver, Tobacco Breeder, Kinzers, Pa.
2-5t

WANTED, by an experienced cigar man, Pennsylvania accounts ranging from $8 to $25 per thousand. Territory, all New England. References exchanged. A. Wilson, 6 Milk Street, Boston, Mass. 12-11tf

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

E. ROSENWALD & BRO.

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade
Seed and Havana
Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge
Cigar Box Factory
CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

E. RENNINGER
Established 1889
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

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IN STOCK AND TO ORDER
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NEW YORK
CIGAR LABELS AND BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

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SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
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Bindings, Galloons,
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Largest Assortment of **Plain and Fancy Ribbons**

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WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

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Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an
Exclusive line of

NICKEL GOODS

Which can be recommended for
Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

EDWARD E. SIMONSON

Packer of and Dealer in

Leaf Tobacco

Tobacco Bought and Packed on Commission

Stoughton, Wis.

To Insure Their Own Risks.

Frankfort, Ky., Jan. 31.

Authoritative information has been given to the effect that the members of one of the largest tobacco growers' societies in the State are considering the plan of forming a mutual insurance company to take care of the tobacco which is in their pool. It is added that a bill has been drawn up, ready for presentation to the Legislature, which is to grant a charter to the company. It will provide for a stock company of $50,000 capital, the limit permitted by law being $100,000.

The reason why the growers have started the move is because of the frequent cancellations of tobacco risks by the insurance companies. The growers believe that it is absolutely necessary, in order to maintain their pool, to protect the tobacco, and since the regular companies hesitate to handle the risks under present conditions, they intend to take care of them.

Foreclosure on Connecticut Co.

Hartford, Conn., Jan. 31.

The Bloomfield Tobacco Company, organized under the laws of the State of New York, must make good on a mortgage which the Security Company holds on land in Bloomfield for the mortgage will be foreclosed unless the money is paid on or before the last Monday of March of this year. There is a total of $6,418.68 due under the mortgage, which is secured by nine parcels of land, comprising 140 acres, two dwelling houses and tobacco barns. William J. Gabb, of Bloomfield, and Charles L. Tuttle of Hartford testified that the property is worth $10,000. There is a second mortgage on the property and other claims against it. The judgment for the Security Company was ordered by Judge Milton A. Shumway in the superior court.

The Savings Bank of New Britain obtained judgment against Thomas W. Mitchell and others for the foreclosure of a mortgage on property on Dublin Hill, New Britain. There were several mortgages concerning different lots. One judgment was for $1,461 and the other for $853 33. The judge directed that the defendants have to the first Monday of June to redeem.

Duluth House Incorporated.

Duluth, Minn., Jan. 31.

The Fitzsimmons Cigar Co., of Duluth, has been incorporated to do a general cigar and tobacco business and has an authorized capital of $25,000. The officers are as follows: President, Chas. T. Fitzsimmons; Vice President, Thomas Thompson, and Secretary and Treasurer, Hugh J. McLearn.

Pinkussohn Co. Branching Out.

Savannah, Ga., Jan. 31.

The J. S. Pinkussohn Cigar Company has opened another handsome cigar store, the location being at the corner of Broughton and Drayton streets. This makes the third store owned and controlled by this firm in Savannah. They also operate stores in all of the principal cities of the South. R. L. Bentschner is in charge of the new Savannah store and is presenting to friends and patrons souvenirs of the occasion.

LANCASTER MARKET IS QUIET.

Buyers Scarce and Shy and Sales are in Small Lots Only.

Lancaster, Pa., Feb. 3.

Again there is little change to report in the leaf market, and with no out of town buyers present there is little prospect of any immediate activity.

Field operations are yet at a stand still practically, and only an occasional crop is reported sold in one section or another.

There is, however, some indication that growers are getting anxious to have buyers come around and at least look at their crops. Even a tentative offer might have the effect of cheering them up just now, but packers are yet loath to go in the market to buy, apparently preferring to wait until the tobacco is all stripped, and can be seen at the best advantage.

In a suit brought up in Common Pleas Court last week, by B. H. Pownall vs. John F. Brimmer, packer, the plaintiff tried to recover on a breach of contract for refusal to receive a tobacco crop purchased at 13 cents per pound. A motion by the attorney for the defendant for non suit was granted by the court on the grounds that the plaintiff had failed to prove that the tobacco was in marketable condition and also failing to prove the ruling price when the tobacco was resold.

Manufacturers as a rule report a better outlook than at the beginning of the year, notwithstanding that orders are not piling up on them any. A generally easier tone is indicated by the correspondence they are receiving, and it has at least had the effect of encouraging them and engendering a spirit of greater hopefulness.

Leaf salesmen have been less numerous this week than last, but the several seen report that although buyers would not consider large lots, yet some business had been done on goods needed by them for early use.

John F. Schnupp, with L. G. Haeussermann & Sons, of Philadelphia, has lately called on his customers in this section.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B

Office and Warehouse:

FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a pleasure to look over our Samples

Samples cheerfully submitted upon request

P. O. Box 96

CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specialty

32 and 34 East Chestnut Street, Lancaster, Pa.

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Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue.

York, Penna.

We Make SCRAP FILLER for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

Nos. 49 and 51 West James Street

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H. H. MILLER

Light Connecticut Wrappers and Seconds

Fine Georgia and Florida Sumatra

IMPORTED SUMATRA AND HAVANA

AND MUCH

Fine Binder and Filler Stock

327 and 329 North Queen Street

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Packer of

Penna. Broad Leaf

Dealer in
All Grades of

Domestic Cigar Leaf Tobaccos

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LANCASTER, PA.

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Packer of and Dealer in

LEAF TOBACCO

142 North Market St.

United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN

Packer and Dealer in

Leaf Tobacco

Packing House, Millersville, Pa.

Office and Salesrooms,

110 and 112 West Walnut St.

LANCASTER, PA. United Phones

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA. — MAIN OFFICE: **Lancaster, Pa.**

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Packers and Jobbers in
All Grades of

LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco — **York, Pa.**

N. D. ALEXANDER, Packer of and Dealer in **LEAF TOBACCO**

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. — Lancaster, Pa.

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138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
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Chicago, 56 Fifth Avenue. E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

The Moehle Lithographic Company
Clarendon Road & East 37th St. Brooklyn, N.Y.
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Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

REVIVING SLOWLY IN YORK.

Some Tobacco Sales Reported at Comparatively Low Prices.

York, Pa., Feb. 3.

The trade conditions are gradually getting into a more normal shape although the vim and activity which at more favorable times characterized the trade are yet wanting. There has been a little tobacco bought in the county, but prices are reported to have been low as compared with last season. One buyer has reported the purchase of 30 acres, some of which he will receive soon and begin packing operations.

Manufacturers have started a business getting campaign and a good many are sending salesmen out on the road now.

John Fidler, with J. W. Minnich & Son, has started on a Western trip, with a line that is superior to any ever offered by them.

A. C. Frey, of Red Lion, is at present also on a trip—covering Southern territory.

L. J. Smith & Co., of Red Lion, will rebuild on the old site as soon as weather conditions will permit.

C. A. Rost has lately been in Connecticut on a purchasing expedition and is said to have made selections of some fine wrapper leaf.

Martin Neff, of Red Lion, is now engaged in packing several carloads of Connecticut tobacco which he recently received.

Harry Blasser, representing J. H. Stiles, packer, of this city, has lately been covering the Middle West, and secured some good business there. Mr. Stiles has just returned from a visit to Connecticut.

Wm. Smith, a son of the late F. X. Smith, of McSherrystown, has engaged in the cigar manufacturing business at that place.

Leaf Tobacco Markets

BALDWINSVILLE, N. Y.

A number of sales have been reported in the last few days. J. W. Upson has bought several filler crops at from 5 to 7 cents in the bundle. Charles Northrop of Lysander is reported to have bought several crops in the bundle at from 5 to 6 cents. A buyer from Binghamton is reported to have bought two carloads near Cato at prices ranging from 4 to 8 cents. John Dudley of Meridian is reported to have bought several crops at 6 cents. John Mehan of Cato and Charles Cusick, of Weedsport, have been riding but no purchases by them have been reported.

A large number of growers from all over the tobacco section were present at the annual meeting of the tobacco growers' association held here last Saturday.—Gazette.

CONNECTICUT VALLEY.

During the past week or so quite a number of lots of tobacco have been sold, mostly at low prices. Some lots were to be assorted and shipped directly to New York, and a few good crops were bought by farmers, I presume to patch up their own crops, that may be lacking somewhat of quality. The prudent mixing of a small lot would not surprise the buyer who was examining the samples of the whole lot offered. Such things are sometimes done in other trades, and why not in the tobacco trade?

The crops sold are not bringing the prices I should like to have seen, but the holders thought perhaps that it was better to sell than to put the tobacco into the warehouse to be assorted; sometimes a long tale might be unraveled before the crop was sold and the money safely deposited in the pocket of the holder or in the vaults of some local bank.

Our correspondent writes:

North Hatfield, Mass.: "I report the following sales: Stephen La Cooler, 5 acres, 8,400 pounds, at 10½c; Frank P. Jones, 26 acres, also what he bought; Hiram Bradwell, 2 acres; Kidder Bros. of Sunderland, 35 acres; Wells T. Smith, Whately, 6 tons; Elisha Graves, William Strip, 4 acres; Walter Cooley 3 to 4 acres; Henry Johnson, George Sanderson, 5 acres or more; William Koncol, 3 acres; George Moore, 4 acres; Daniel Dickinson, 6 acres. All but one lot at private terms, but probably around 10 cents, as that seems to be the going price this year. Belden Brothers, of Bradstreet, sold their 16 acres of tobacco some little time ago."—American Cultivator.

EDGERTON, WIS.

While no organized effort is yet being made to lift the new crop, scattering sales are taking place all the time, but generally upon a basis that will permit of filling export orders. None of the large operators have so far shown any disposition to join the movement even though the prices named seem attractive.

A few of the remnants of the '06 crop remaining in growers' hands are being lifted. We learn Chris. Felland sold 21 cases at 13 cents.

The market for old leaf shows but little improvement as yet, although a somewhat better feeling pervades the Eastern centers. Aside from a couple small lots sold to an exporter and the usual trade to manufacturers' orders, local markets are barren of transactions.

Some of the new crop is being laid loosely in cases as it comes in for shipment on an export order with a hope that a larger trade will be opened up. Shipments 300 cases.—Reporter.

J. H. LIEFTINCK & ZOON
Sworn Tobacco Brokers
Office and Sample Rooms:
Brakke Grond and Frascati,
AMSTERDAM, HOLLAND.

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED
The Krohn Tobacco Co.
(of WINDSOR, CONN.)
Our Plantations are in the most famous growing section
Fine Handling Superb Quality
Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

HERMAN DELLE
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Maker of
Delman 5c.
Herdel 5c.
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UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

GEO. W. PARR
Manufacturer of
Fine Cigars
Littlestown, Pa.

MAKER OF
Fernside and Lord Wharton
Five Cent Goods
Sold to the Jobbing Trade only.
Correspondence invited

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Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: The Bear. The Cub. Essie, and Matthew Carey

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

W. R. DAUGHERTY & BRO.
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Manufacturers of
Fine Domestic
Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
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Seed and Havana
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Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

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S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

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Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

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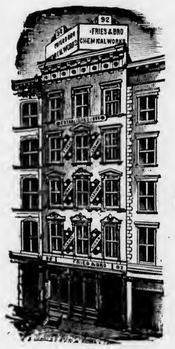
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses



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92 Reade St., NEW YORK
The Oldest and Largest House in the Trade. Manufacturers and Introducers of . . .
WORLD-RENOWNED
SPANISH BETUNS
Only Non-Evaporating
Cigar and Tobacco Flavors
SWEETENERS, ETC.
Sample Free The Most Popular Flavor since 1856 Please Write for Them
Guaranteed to be the Strongest, Cheapest, and Best

The American Tobacco Co.
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Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

CIGAR LEAF CROP REPORT.

By U. S. Department of Agriculture.

NEW ENGLAND.

No average price for the crop in this district is given, because only a very few crops have been contracted for. Prices for these have ranged from 4 to 20 cents per pound. Quality is very much inferior to that grown in 1906 on account of unfavorable weather during both the growing and curing seasons. The tobacco was put in the sheds two or three weeks later than usual and was cured during cool weather, which caused it to be too dark in color to make high priced goods. There will be only a very small per cent. of light wrappers, and more binders and fillers t an in an average crop. On account of the light sales only about 2 per cent. was marketed up to December 20.

NEW YORK.

A few crops have been sold in this district at lower prices than were paid last year, but not enough to give a correct idea of values. Some of the early product shows good quality, but the larger per cent. of this year's tobacco was harvested late and has cured dark and has too much body and gum to make wrappers or binders. The amount marketed up to December 20 is about 2 per cent.

PENNSYLVANIA.

No sales are reported from this district. The weather during both the growing and curing of this crop was unfavorable and the quality is not so good as last year. Some early tobacco is reported to be of good quality, but most of the crop was late; some was not cured when an early cold spell caused it to freeze in the sheds.

OHIO—MIAMI VALLEY.

As none of the tobacco in this district has been contracted for or delivered no price can be quoted for the 1907 crop. The quality is much better than last year on account of less damage while curing. Some of the late tobacco cured green, but the larger per cent. has good color and is of excellent quality.

WISCONSIN.

No tobacco has been contracted for or delivered in Wisconsin, and therefore no attempt is made to give the value of the crop. About 20 per cent. was damaged by frost in the field, and some was damaged in the sheds by a freeze before it was cured. There is some fine tobacco in this crop that will make binders.

GEORGIA AND FLORIDA.

All the shade grown and 95 per cent. of the sun-grown tobacco in this district had been delivered to market, making about 97 per cent. of the entire crop delivered up to December 20. The shade grown crop is not so good as that grown in 1906. It is darker and has more body and will not cut as many wrappers to the pound. Damp weather at curing time also caused some damage to the sun grown crop, which is not equal in quality to that grown in 1906. The shade grown tobacco sold at prices ranging from 60 to 90 cents per pound and the sun grown from 18 to 25 cents. The average for the district is 43.5 cents, an advance over the price a year ago.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
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STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84—86 (Opposite Frascati).
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87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
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QUAKER CITY STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made
JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies
OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.
Factory: LANCASTER, PA.

RECENTLY INCORPORATED.

—The L. Steinberg Cigar Co., of St. Louis, has been incorporated with a capital stock of $5,000 to manufacture and deal in cigars and tobaccos, by Louis Steinberg, Chas. V. Eckert and Morris Tucker.

—Leon Gadsden Tobacco Co., recently reported incorporated at Tallahassee, Fla., with $50,000 capital stock, will engage in growing shade tobacco for cigar wrappers will make improvements to buildings and plant to amount of $40,000; W. H. Covington, President; D. O. Neel, Secretary.

—Gadsden Sumatra Tobacco Co., of Quincy, Fla, incorporated with $30,000 capital stock; B. H. Hardaway, President, and W. M. Manly, Secretary and Treasurer.

—The Dale Tobacco Warehouse Co., of Dale, Ind., has been organized with the following directors: Wm. Stewart, J. F. Beardsley, Wm. Foley, John Meier, Denby Early, Conrad Seifert and Joseph Keeley.

—Saint Mfg. Co., of New York, to manufacture smokers' articles, pipes, etc., has been incorporated with a capital of $10,000 by Martin Loewenthal, Jacob M. Horn and Henry W. Schlesinger, all of New York.

—Golden Cigar Co., of Evansville, Ind., capital $10,000, has been incorporated. The directors are J. R. Golden, H. F. Bahrenberg and Rudolph Haas.

—The Sanchez & Landfield Co. has been organized in Chicago, to deal in tobacco, by J. J. Beilman, Kittie B. Sanchez and D. B. Landfield.

—The W. H. I. Hayes Co., of Lowell, Mass., to do a tobacco business, has been incorporated with $10,000 capital. President, W. H. Potter; Treasurer, Luella F. Potter; Clerk, Alice T. Kane, all of Lowell.

—The T. W. Allen Cigar Co., at Springfield, Ill., has incorporated with $40,000 capital. The incorporators are T. W. Allen, J. S. Kohlbecker and J. S. Allen.

—D. Chachares & Co., 99 Randolph street, Chicago, Ill., has been incorporated with capital of $50,000, to manufacture and deal in confectionery and tobacco. Incorporators are: David Chachares, Peter A. Karambeles and Christ. Contaxes.

—The U. S. Independent Tobacco Co., Portland, Me., has been incorporated. President, J. E. Manter, and C. E. Eaton, Treasurer.

—Joseph Loeb & Co., of Danville, Ill., capital $5,000, to conduct a cigar business, has been incorporated by Joseph Loeb, Jr., A. W. Smith and A. B. Robbins.

OFFICERS ELECTED.

—At a recent meeting of the Hartford County (Conn.) Tobacco Growers' Association, Inc., the following officers were elected: President, Hector Chapman, South Glastonbury; Vice President, James Forbes, East Hartford; Secretary, W. K. Ackley, East Hartford; Treasurer, Nathaniel Jones, South Windsor.

—The recently organized Havana Plant Cigar Co., at Plant City, Fla., is doing a very good business, and although a good force of cigarmakers is employed, orders are beginning to exceed the capacity.

—The Tobacco Board of Trade at Clarksville, Tenn., met recently in regular session to elect an independent board of inspectors and the following members were re-elected: W. F. Buckner, T. L. Porter, A. F. Smith and Dr. C. R. Crouch.

—The Burg Cigar Co., of New Ulm, Minn., recently held an annual meeting of the stockholders, and elected Capt. Frank Burg President; Max Burg, Treasurer, and Wm. Schoder, Secretary. The company's condition showed prosperity.

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor
Manufacturer of
FINE CIGARS
Holtz, Penna.

10c.---UNCLE JOSS---5c.
Pretty Bessie, York Nick . . . . , Best Known . . } 5c.
Two Cracker Jacks (2 for 5 cents)
Oak Mountain Bouquet—Boston Beauties
Puro—Porto Rico Crooks
Correspondence with the Wholesale and Jobbing Trade Only invited.
Capacity, 25,000 per day. Telegraph—York, Pa.

Our Great Offer: A Self Filling $2.00 Fountain Pen and "The Tobacco World" for one year, ¶ Both for $1.50; the Regular Price is $3.00.
We have made a contract with one of the largest Fountain Pen Manufacturers in this country (Nathaniel Field), whereby we can supply you with A First-Class Self Filling Pen the best of its kind in the market. Every pen is solid gold, 14k., point tipped with genuine iridium.

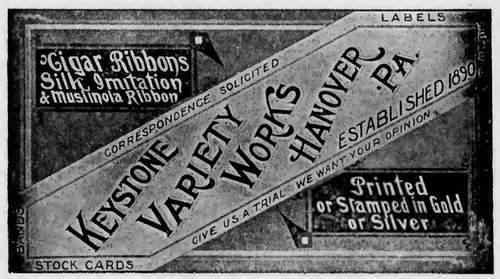
The illustration shows the exact size of the Pen; if not satisfactory for any reason, it will be exchanged cheerfully.
This is an unusual opportunity to get a High Class Pen at a trifling cost.
TO ANY PERSON sending us $1.50, we will send this Beautiful Fountain Pen, postpaid, and will, in addition, enter the person's name for one year's subscription to "The Tobacco World." Should you already be a subscriber and desire to secure one of these Pens, your subscription will be extended one year from the date of its present expiration. This offer does not apply to foreign subscriptions, which cost $1.00 additional.
Address The Tobacco World, 224 Arch Street, Philadelphia, Pa.

CIGAR BOXES

A. KAUFFMAN & BRO.
YORK, PA.

CIGAR BOX LUMBER

Wm. STEINER, SONS & COMPANY
Lithographers
116-122 East 14th Street, NEW YORK
SPECIALTIES
CIGAR LABELS ADVERTISING NOVELTIES
IMPORTED AND DOMESTIC BANDS



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Telephone
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Private Designs a Specialty
Metal printed Labels

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Dealer in LUMBER LABELS EDGING ETC.
Cigar Boxes and Cases
R. F. D. No. 3
YORK, PENNA.

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CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Established 1877 New Factory 1904

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EDGINGS, BANDS, ETC.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
Labels, Ribbons, Edgings
716—728 N. Christian St. LANCASTER, PA.

Minnich Baling Press
PATENTED MARCH 9, 1897

For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed
Presses
FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

Minnich Machine Works
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Describe the Flavor You Want
and our Laboratory will fit you out with complete satisfaction.
Acme Extract and Chemical Works
E. G. ECKERT, Proprietor HANOVER, PA.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
Correspondence Solicited
JOHN A. SAUL
Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Clear Havana . 10c.
"S. B." Seed and Havana . . . . . 5c.
"KATHLEEN O'NEIL" . . . . 5c.
"VUELTA SPRIGS" The Mellow Cigar . 5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .

STAUFFER BROS. MFG. CO.
NEW HOLLAND PA.

For Sale by All Dealers

VIRGINIA

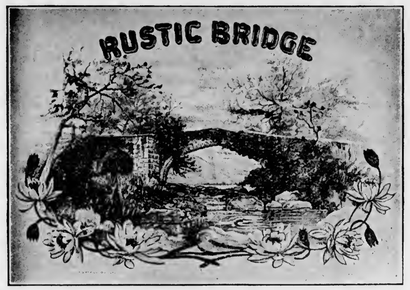
PERIQUE

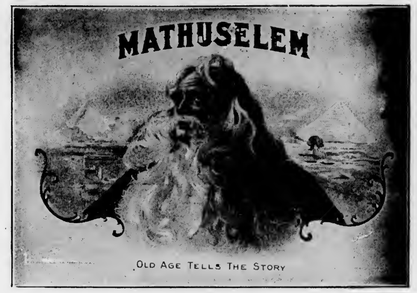
MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

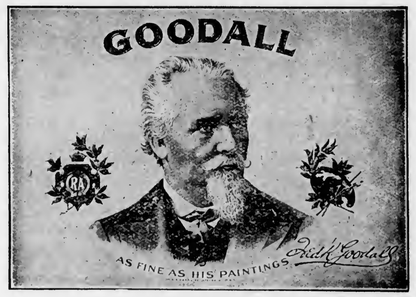
THE TOBACCO WORLD

W. A. LAHR





Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

THE TOBACCO WORLD

Established in 1881. Vol. XXVIII., No. 7. | PHILADELPHIA and NEW YORK, FEBRUARY 12, 1908. | One Dollar per Annum. Payable in Advance.

Philipp J. Kolb & Co.
Importers & Packers
OF
LEAF TOBACCO
310 Race Street Philadelphia

UNITED STATES TOBACCO CO.
. . . MANUFACTURERS OF . . .
CENTRAL UNION . Cut Plug
IDLE HOUR . . . Sliced Plug
EPICURE (For Pipe or Cigarette) Shredded Plug
HUNT CLUB . . . Cube Pipe Tobacco
SPHINX MIXTURE . Smoking
UNION MADE GOODS INDEPENDENT FACTORY
RICHMOND, VA.

P. & S. LOEWENTHAL
Importers and Packers
OF
LEAF TOBACCO
AND
SHADE GROWN FLORIDA
SUMATRA
138 Water St. New York

Growers and Packers of
FLORIDA TOBACCOS
Write for Samples
SCHROEDER & ARGUIMBAU
178 Water Street, New York

CHARLES M. GUDKNECHT, PRESIDENT

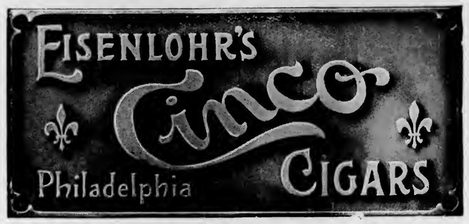
LA HILDA CIGAR FACTORY
(INCORPORATED)
MANUFACTURERS AND IMPORTERS
231 CHESTNUT STREET
CORRESPONDENCE SOLICITED PHILADELPHIA

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Factory 1839. First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.



W. W. STEWART & SONS
Reading, Pa.
Makers of

JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
ELI PERKINS
5c.

High Grade Seed and Havana Cigars
Correspondence with Responsible Houses Solicited

Wanted—CUTTINGS—SCRAPS—SIFTINGS
EMIL BERGER TOBACCO CO.
Tel. 722 Orchard 6-8-10 Gouverneur Slip, NEW YORK

For Sale { CIGAR SCRAPS—Clean and Sound
{Write Us for Prices
EMIL BERGER TOBACCO CO., 6-8-10 Gouverneur Slip, NEW YORK

THE TOBACCO WORLD

Vol. XXVIII., No. 7 PHILADELPHIA, FEBRUARY 12, 1908 One Dollar the Year

TOBACCO WAR STILL RAGING.

Knights of the Torch, Gun and Whip Again Active.

Adams, Tenn., Feb. 7.

"Night riders," well armed and mounted, visited the farms of Hugh C. Lawrence and Washington T. Vickers, within three miles of Adams, at midnight and burned the barns on both farms, together with 20,000 pounds of tobacco. They shot and wounded Lawrence and his son Bradley, and unmercifully whipped a negro named Motlow.

The "riders" first visited the farm of Lawrence. He and his son were in the barn loading their tobacco on wagons, and, hearing the "night riders" coming, they left the barn and started toward the house. When near the house they met a group of the "riders" and opened fire on them. The "riders" returned the fire, wounding Lawrence in the cheek and hand and his son in the leg.

The "riders" retreated at the first fire, but rallied, and with reinforcements renewed the attack, firing 70 or 80 shots through the windows of his house. The Lawrences returned the fire, but without effect. Mrs. Lawrence, in the house, narrowly escaped being wounded.

The "riders" then went to the barn, and, after shooting a horse, placed dynamite under two wagon loads of tobacco and blew them to pieces. The barn was burned, together with 12,000 pounds of tobacco.

At the farm of Washington T. Vicker the "riders" burned the barn and 8,000 pounds of tobacco. It was there that the negro Motlow was beaten.

Lawrence and Vicker belong to the "Hill Billie" class, having never joined the union.

Hopkinsville, Ky., Feb. 9.

Night riders, 150 strong, masked, armed and wearing the insignia of a secret clan, last night invaded Fredonia, Crittendon county, captured James Scarberry, operator of the Cumberland Telephone Company, and cut out all telephone connections. They then forced a drug clerk to open his store, in which they imprisoned several citizens.

Leaving a large guard in the town, the riders galloped to View, five miles away, and blew up with dynamite Alfred H. Cardin's tobacco factory, containing 35,000 pounds of tobacco, and burned Cardin's barn containing 10,000 pounds of tobacco. The Cardins were away from home.

Eighty per cent. of Crittenden county farmers are members of the Society of Equity, but Cardin is not a member. He was formerly a candidate for Governor on the Populist ticket.

—The Turco-American Pipe Co., of Rochester, N. Y., has incorporated with a capital of $15,000, to manufacture pipes, etc. Incorporators are James C. Spaulding, Jr.; Frank N. Mustagh and Arthur J. Meyer, all of Rochester.

Miami, Fla., Expects Big Factory

Miami, Fla., Feb. 6.

The prospects for locating a large cigar factory in South Miami look very bright and it is probable that arrangements will be completed to that end within a few weeks. When the Brickells donated a large block of land in South Miami for the establishment of a large cigar factory the news was published broadcast, which has resulted in several concerns making inquiries regarding the proposition, and several have come from large and influential concerns. Secretary Brossier is kept busy answering letters of inquiry and at this writing everything looks favorable for the establishment of a factory soon. It is expected that no proposition will be accepted by the Board of Trade except from a factory that has an established reputation for making a high class of goods and one with plenty of capital to carry on the work. The stipulations are for a factory which employs at least 100 cigarmakers. The site offered by the Brickells is well located on high ground adjoining the city on the South. The block designated for the factory site is, as nearly as possible, in the centre of the tract donated. A wide street will be paved through the center around the block where the factory will be located. It is probable that arrangements will be made with the water and electric light company to extend these conveniences to South Miami when needed.

Cubans Offered Spurious Goods.

Tampa, Fla., Feb. 7

Recently some Cubans, having with them a number of boxes of cigars bearing the name of a Tampa manufacturer, but having the number erased, were making themselves obnoxious by their persistence in trying to dispose of the cigars on an Atlantic Coast Line train near Lakeland.

They were particularly persistent in trying to sell some to an old gray haired gentleman, who, if they had but known him, they would have shunned like poison. He was Charles P. Lynch, deputy collector for the United States internal revenue service. Finally they persuaded him to take a box into his hand, when upon looking it over he noticed the absence or erasure of the factory number. This being an offense against Uncle Sam's laws, Mr. Lynch proceeded to take possession of four of the boxes and the manufacturer will be called upon to explain to Judge Crane as to the reason for the erasure.

Morris Opens New Branch.

Asheville, N. C., Feb. 6.

The Morris Wholesale Cigar House of Cincinnati will establish a branch in Asheville and Western Carolina with high grade cigars in many varieties.

The branch will be in charge of A. M. Goodman, who was formerly a railway mail clerk and is therefore well acquainted with the people and the territory.

STANLEY M. KROHN HONORED

Elected to Presidency of the Ohio Leaf Tobacco Packers' Association.

Dayton, O., Feb. 7, 1908.

At a meeting of the Ohio Leaf Tobacco Packers' Association, held at the office of Xenophon Hanna, the well known Dayton broker, on Tuesday last, Mr. Stanley M. Krohn, of the Miami Valley Leaf Tobacco Co., was honored by election to the Presidency of the Association for the ensuing year, and succeeding the venerable Henry Meyer, of Cincinnati, who wished to be relieved of the duties, owing to his advanced age and business requirements which occupy his entire time.

Walter Brenner, of J. L. Brenner & Sons, was elected Vice President, and Wm. J. Lucaswitz, of Wolf & Lucaswitz, was re-elected Secretary, and also Treasurer.

The meeting, which was well attended, proved an interesting session, and trade matters were discussed at some length. Almost every topic was touched upon, except prices, which were not discussed.

The handling of crops was the most important matter taken up, for tobacco men say more attention should be given to it. Among other things discussed was the holding of a mass meeting of farmers, or rather a conference of the farmers and tobacco men, to get around the matter of crop handling satisfactorily.

This, with other matters of like character, was referred to the executive committee for further consideration and action.

Plan to Suppress Night Raiding.

Washington, D. C., Feb. 6.

Representative Kimball, of Kentucky, introduced today an anti-trust bill to prohibit inter-state carriers from transporting any product of a tobacco, cigar, or snuff factory, owned or controlled by persons interested in any way in a trust or other combination of interests whose purpose is the fixing of the price of the raw material. The penalty for violating the proposed law is fixed at a fine of not less than $2,000 or more than $10,000, or imprisonment for not less than one year.

Nacogdoches Factory Resuming.

Nacogdoches, Tex., Feb. 5.

The Nacogdoches cigar factory, which has at times worked as many as fifteen hands, besides a number of other employes, and counts for considerable importance in agricultural and business circles and which had to lay off its cigarmakers on account of the panic, held an official meeting and decided to resume at once. E. A. Blount, E. C. Branch and I. L. Sturdevant, all leading business men, are to have charge of the entire business, being elected directors. Louis P. De Mouche continues as factory manager and salesman.

Englehardt Will Buy in Cuba.

Nashville, Tenn., Feb. 6.

Thomas Englehardt of the Thomas Englehardt cigar factory left last night for Havana, Cuba, for the purpose of buying an enormous quantity of tobacco for his factory here and the branch factory of Thomas Englehardt & Co., of Tampa.

Mr. Englehardt has heretofore bought the tobacco for his famous brand of Engle cigars through a broker in Havana, but the large expansion of his business has necessitated his making a trip to Cuba. The branch factory, which was established in Tampa only two years ago, has been phenomenally successful under the management of Mr. Jose Maseda, who has had twenty years' experience in the manufacture of cigars in Cuba. The firm, which originated in Nashville some years ago, has succeeded in making a wide distribution of its product in the North and throughout the Southern States.

Mr. Englehardt will remain in Cuba the entire month of February, as he intends selecting his tobacco with care.

New Factory for Fort Wayne.

Fort Wayne, Ind., Feb. 7.

The "White Ash" cigar, which already has a popular reputation in Fort Wayne, will hereafter be manufactured by L. C. Kasten and Alois Rieg. Mr. Kasten has been identified with the cigar trade for twenty years right here in this city, while Mr. Rieg is a skilled cigarmaker and well known. The "White Ash" will be improved, introducing into it a genuine Porto Rico filler, something heretofore unknown in a 5 cent cigar in this part of the country.

Lexington Independent Factory Progressing.

Lexington, Ky., Feb. 7.

The White Plume Tobacco Company, recently incroporated here, completed the installation of machinery in the new plant today and will begin operation Monday with a force of about twenty hands. It received its first consignment of tobacco today from the Equity Society. John D. Walker is manager. This is the third independent tobacco factory for Lexington. Two of them have decided to use only Equity tobacco.

South Bend Factory Increases Capital.

South Bend, Ind., Feb. 7.

The Temple Shaw Company, of South Bend, of which Lyman Shaw and W. L. Temple, formerly of Leavenworth, are principal stockholders, has filed notice of an increase of capital stock from $70,000 to $100,000.

Waterloo, Ia., Jobbers Damaged.

Waterloo, Ia., Feb. 7.

Martin Bros., of this city, suffered considerable loss by smoke entering their establishment during the destruction by fire of the Schiel & Corson hardware store which was immediately adjoining.

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia

FOUNDED 1855

John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan

FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

Packers of Leaf Tobacco — VUELTA ARRIBA — 107 Arch St. PHILADA.

K. STRAUS — A. LOEB

K. STRAUS & CO.

IMPORTERS OF

PACKERS OF LEAF TOBACCO — HAVANA

301 & 303 North 3rd St.

PHILADELPHIA.

Established 1823

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in Leaf Tobacco

228 North Third St., Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

and Packers of Leaf Tobacco

306 North Third St., Phila.

H. VELENCHIK — S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

H. Dolinsky & Son — Importers & Packers of — HAVANA AND SUMATRA SEED LEAF TOBACCO — 147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH — IMPORTER OF HAVANA AND SUMATRA — DEALER IN LEAF TOBACCO — REGISTERED — 1642-44 N. ELEVENTH ST. PHILADELPHIA

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut, is a fac-simile, in its actual size, of the Precinta or warranty stamp which is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these stamps, were made in Cuba by the Independent Manufacturers.

Thus a copy of that warranty stamp attached to any box of Cigars and Cigarettes or to any packages of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Habana, Cuba, with the genuine Tobacco Leaf grown in the famous Vuelta Abajo

DON'T FORGET THIS, RETAILERS, IMPORTERS AND DISTRIBUTORS.

COLORS OF THE PRECINTA: Black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

Former Reading Manufacturer Again Enters Trade.

Reading Pa., Feb. 7.

Willard F. Crouse will open a new cigar factory at 573 Front street, during the latter part of the month and will cater to the box trade, making high grade cigars. Mr. Crouse is an expert cigar man, being a former member of the firm of Crouse & Co., and has had many years' experience.

Annual Meeting of Globe Tob. Co.

Detroit, Mich., Feb. 6.

At the annual meeting of the stockholders of the Globe Tobacco Co held on Monday last, the following board of directors was elected: Walter R. Hamper, R. Kempf, Homer McGraw, A. C. Stellwagen, W. T. McGraw. The following officers were then chosen: Homer McGraw, President; R. Kempf, Vice President; Walter R. Hamper, Secretary, Treasurer and General Manager.

Kentucky May Get Big New Plant

Mt. Sterling, Ky., Feb. 7.

Local capital is behind a project to open a chewing and smoking tobacco manufactory here.

J. Wells Wilkerson will be made general manager, and a salesman will soon be put on the road. Mr. Wilkerson claims to have discovered a new method of curing which will be of benefit to the tobacco.

Death of George R. Blackwell.

Durham, N. C., Feb. 6.

George R. Blackwell, a member of a well known Durham family, died at his home here after a long illness in which his family and friends watched the painful decline and finally the dissolution.

Mr. Blackwell was born in Person county forty-eight years ago and came to this city in 1878. He married Miss Bessie Morris, and four children, Miss Annette, Miss Vivian, Miss Nellie and George Blackwell, Jr., survive with Mrs. Blackwell.

Mr. Blackwell engaged in the manufacture of tobacco when he first came to Durham and had been identified with many Durham enterprises.

—International Cigar Stores Co., of Chicago, has incorporated, with capital of $2,500, to handle tobacco, etc. Incorporators were, G. H. Powell, E. W. Fehling and S. W. Vanostrian.

—The Rosemead Tobacco Co., of Quincy, Fla., on January 23, filed a charter, with capital of $30,000. The officers are B. H. Hardaway, President; W. F. Landreth, Secretary and Treasurer.

STEPHEN F. KETRAN

Interior Wood.. Work..

Makes a Specialty of Fitting Up Cigar Stores

Bank, Church, Office, Store Fixtures and Special Cabinet Work

1615 to 1623 McKean St., Philadelphia

AWARDED GOLD MEDAL at Jamestown Exposition.

White Rolls Cigarettes

ARTHUR HAGEN & CO., General Agents,

151 North Third Street, Philadelphia.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

American Protectorate

A Choice 5c. Cigar

Handsomely Packed and put up in Several Popular Shapes and Sizes

Manufactured by

Himmelberger & Noll, ROBESONIA, PA.

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.

Long Distance Telephone, Market 3025.

SAMUEL HARTMAN & CO.

DEALERS AND PACKERS OF

Domestic **Leaf Tobacco** of All Kinds

CONNECTICUT A SPECIALTY

Office and Salesroom:

313 and 315 West Grant Street

Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

L. J. SMITH & CO.

Wholesale

Cigar Manufacturers

and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

Keyno

HAVANA SHORTS

2 oz. 5c.

Norristown Tobacco Works

NORRISTOWN, PA.

Manufacturers of

Havana Shorts

Private Brands for Jobbers a Specialty Samples submitted on application

Established 1895 Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

Slow Buying in the Havana Market

Possible Buyers Few in Number and Dilatory About Making Purchases. Unfavorable Reports Regarding the Coming Crop. Higher Figures May be Asked for Good 1907 Leaf. The Strike Situation.

Special Correspondence of The Tobacco World.)

Havana, Cuba, February 3, 1908.

During the past week the market has shown less activity, principally owing to a diminished number of buyers in town, and these are taking their time in looking over the market situation before purchasing. While the sales in town make only a very poor showing, two large transactions were consummated at Pinar del Rio, where the trust bought 3,500 bales and Enrique Pendas, of Y. Pendas & Alvarez, secured 1,000 bales of different vegas, so this decreases the visible supply of stock on hand.

As far as the new crop is concerned, all reports to hand so far speak unfavorably about the tobacco housed, as it has been damaged by rain at the wrong time and contains much of worm-eaten and torn material; therefore, unless the now growing fields should be cut in better condition, the average yield may be far from satisfactory, and prices after all, for good serviceable leaf, may rule considerably higher than some people imagined.

Under these circumstances it would not be surprising if our dealers in the near future should be less disposed to accept any kind of a bid, and on the contrary will try to obtain better figures for the good vegas of the 1907 crop. Of course one concern cannot make the market any better or lower, as the majority of buyers and sellers are the ones who establish the ruling figures; and to forecast, the future movement with any degree of accuracy depends upon too many casualties, therefore it is best and safer to abstain from all such guesses at the moment.

Sales

total for the week ending February 1, 1,296 bales, of which 707 were Vuelta Abajo and 589 bales Remedios. American buyers are reported to have taken 739 and the local cigar and cigarette manufacturers 557 bales.

Buyers Come and Go.

Arrivals.—Otto Eisenlohr and Gus. Eisenlohr, of Eisenlohr Bros., and Ventura Blanco, Philadelphia; J. A. E. Blaise, of S. S. Pierce Co., and Henry and John Freedman, Boston, Mass.

Departures—Matt and Ed. C. Berriman, and Charles Jacobs, for Tampa; Peter Wohl and Mike Friedman, for Chicago.

Havana Cigar Manufacturers

are still handicapped by the strikes, and excepting the trust, Por Larranaga, La Diligencia, Modelo de Cuba Flor de P. A. Estanillo and Punch, who are working, all the factories are shut down tight.

Romeo & Julieta is going to open a branch factory at Artemisa today and the Castaneda Cigar Co. is likewise to open a branch establishment in some other nearby country town, where the labor situation is different and cigarmakers are anxious to work. Other manufacturers may follow suit unless the cigarmakers should make up their minds to go back to work before it may be too late, and the cigar industry shall have been transferred to our country towns. Finally, the leaders of the union will undoubtedly regret their attitude and will have to submit, as the strike has not the sympathy of the city's best element, as it had to a certain extent in the previous strike. The manufacturers are entitled to manage their own affairs, and to carry on their business as they wish, and the conditions which the central committee are asking are utterly out of question when not a single manufacturer made money last year.

Buying, Selling and Other Notes of Interest.

Sobrinos de Antero Gonzalez sold 300 bales of Vuelta Abajo and Remedios during the past week.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS

ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

SOL HABANA

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" Correspondence Solicited in English

---

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM *Habana*

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista **Neptuno 170--174** Special Partner—Gumersindo Garcia Cuervo

Samuel I. Davis is reported to have made some heavy purchases, but the amount is unknown at present writing.

A. M. Calzada & Co. report sales of 189 bales of fine Remedios to several of their Northern customers.

Suarez Hnos. disposed of 107 bales of Vueltas and Remedios.

Leslie Pantin is stated to have bought some 200 bales of Remedios upon orders received from his American customers.

Saturnino Miguel, known in the trade as "Casin," returned yesterday by the Spanish mail steamer Reina Maria Cristina. He looks the picture of health and is anxious to go to work again. His firm of Gonzalez & Miguel are holders of some good Partido vegas, and a fine assortment of Remedios, which they are willing to sell at cost price.

Exports per steamship Saratoga were 2,756,938 cigars.

Exports of leaf tobacco to all ports of the United States amounted to 2,845 bales during the past week, indicating that the cigar industry in the United States is still using Havana tobacco.

RECEIPTS FROM THE COUNTRY.

	Week ending Feb. 1 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,795	4,079
Semi Vuelta	291	434
Partido	2	130
Matanzas	200	246
Remedios & S.Clara	2,357	7,359
Santiago de Cuba	91	814
Total	4,736	13,062

Tampa Factory Increases Capital

Tampa, Fla., Feb. 6.

The Tierra Del Lago Cigar Co. will on February 10, increase its capital stock from $10,000 to $50,000. In the notice of application which the company has caused to be published, as required by law, it also announces that since the organization of the said company and its commencement of business there has never been a full distribution among the stockholders of the net profits arising from said business, and whereas in the increase of stock hereinbefore provided for, it is the intention and purpose to give the present stockholders the benefits of the said undivided profits in the increased stock, so that every share of the stock of the said company, after said increase, shall be of the same and equal value.

Another Factory in Tampa.

Tampa, Fla., Feb. 6.

The Torany-Fernandez Company, a new concern, capitalized at $25,000, will shortly begin the manufacture of cigars in this city. A. Fernandez, the local leaf dealer, is one of the incorporators of the concern. The new factory will probably be located in West Tampa.

—The leaf tobacco warehouse of Henry C. Durland, at Wellsburg, N. Y., was damaged some days ago to the extent of $2,000. The flames started in the office, and the fire is believed to have been of incendiary origin.

EDEN CIGAR FACTORY

of BANCES & LOPEZ HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market
Correspondence solicited in English

Monte 156, P. O. Box 595 HABANA, CUBA Cable: "Calda"

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

BUY STOCKS NOW!

CALL AND SEE OUR

SANTA CLARA, First and Second Capadura.

HIGH GRADE VUELTA

in Bales and Barrels.

PARTIDO for Clear Havana Cigars.

If unable to call, write for samples which will be sent free of charge.

HAMBURGER BROS. & CO.

Stripping Department, **Gervasio 137, Havana, Cuba.**

Importers of Havana, **228 Pearl Street, New York.**

ERNEST ELLINGER & CO. Office, Nos. 87-89 Pine Street New York

Importers of HAVANA TOBACCO

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers and Packers of *Leaf Tobacco*
Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World

New York, February 11.

New York Leaf Market.

The past week has been generally quiet in the leaf market, with a moderate business composed of small lot sales, which by the way were fairly numerous, and in the aggregate a considerable quantity of goods has changed hands, but not in such amounts as to indicate that manufacturers are buying any stock ahead. Sumatra tobacco has been having a fairly ready sale, but it is stated that some goods have been turned over at pretty close margins, rather than take chances on any possibility of having to carry them over the time for new goods to be coming in. The Havana market has not been very active, and little can be said concerning it, except that choice Remedios had the call.

• • •

The Cigar Industry.

If there has yet been any real improvement in the cigar industry it failed to show for itself in the output for January, during which month there was a heavy falling off as compared with the output of January, 1907. Naturally manufacturers are inclined to go slowly in the matter of purchasing or contracting for large supplies of raw material, and this in turn has affected the leaf market perceptibly.

Every move that is made is done with much caution, and only after careful consideration of the present financial conditions.

• • •

Hamburger's Latest Offer.

In the advertising columns of this week's issue will be found an announcement of Hamburger Bros. & Co. who are offering a line of Santa Clara tobaccos, in both first and second capaduras, Vuelta, in bales or barrels, and Partido leaf, which they say they are offering at reasonable prices.

• • •

American Declares Dividends.

The American Tobacco Company declared the usual quarterly dividend of 2½ per cent. and an extra dividend of 2½ per cent. on its common stock, payable March 1. Books close February 15 and reopen March 12. These dates are also applicable for the purposes of the annual meeting of stockholders. This declaration on the common stock is the same as was made three months ago.

• • •

Removal of Tobacco Co.

The International Tobacco Co., now at 204-208 East Twenty-seventh street, will remove about May 1st, to more commodious, quarters at 413 415 East Twenty-Fourth street. New and additional machinery will be installed, and the firm's facilities will be generally improved.

• • •

Loewenthals' Good Report.

Owing to the large selling force employed by P. & S. Loewenthal, the firm has lately done a comparatively large business while other houses reported trade quiet. In fact they have been steadily busy since January 1st, and since the 15th ult. they have been booking more sales than at any time for several months previously. M. Loewenthal, a son of one of the members of the firm, together with H. Fruend, are looking closely after the trade in Greater New York. Max Raphael is at present covering the Northwest; M. H. Dallett is in Iowa, and W. L. Burger in Kansas. F. A. Peck, who has recently returned from New York State, has started for the East, and Meyer Sachs is energetically covering Pennsylvania territory.

Speaking of Florida tobacco, the writer was informed that trade had been very good on that class of leaf, but which they attributed to the fact that they had just the right tobacco.

• • •

Engagement of Melville Regensburg.

The engagement of Melville E. Regensburg, son of Edward Regensburg, head of the firm bearing his name, to Miss Sophie E. Pollak, of New York, has been announced. Mr. Regensburg is widely known in the cigar trade and extremely popular. He has for several years been associated with his father and brothers in the manufacture of several well known brands of clear Havana cigars.

• • •

News Notes.

—T. J. Dunn & Co. report that, all things considered, their business is in a very satisfactory shape, and they look forward to a gradual and steady improvement during the approaching spring. Their representatives, most of whom are now out on the road, are securing good results in the various sections they are covering.

—S. W. Levine, a well known cigar salesman of this city, and who did much in bringing the Vicente Portuondo Cigar Co. products to the front here, has accepted a position with the E. H. Gato Cigar Co., to represent them in Southern territory. He has already started out on his maiden trip.

—David Coblentz, a prominent cigarist of Seattle, was in New York last week, and, having left a goodly number of orders for shipment at regular intervals, he set sail on Saturday last on a vacation trip to Europe.

—E. A. Kline has just returned from Havana, and found that orders for the El Symphonie and other brands of the house were coming in encouragingly well.

—Visitors in the leaf market during the past week included A. H. Reeder, of the Miami Valley Leaf Tobacco Co., Dayton; Alfred W. Gieske, of Gieske & Neiman, Baltimore; J. F. Reichard, York, Pa., and L. A. Wheeler, of Allen & Wheeler, Troy, O.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

Monroe D. Sellers, Sellersville, Pa.

The Newest Thing in Cigarettes

—not merely new in name, but also new in essential features—just the kind of a cigarette that will please your customers. A cigarettee filled with genuine Havana tobacco but made in America in the American way. That is why they cost less than half as much as imported brands. If you want to see your cigarette sales increase just offer your trade

El Principe de Gales
Cork Tip
Havana Cigarettes

They have been on the market only a short time yet they have made a tremendous hit. El Principe de Gales Cigarettes are made of genuine Havana tobacco, the finest and costliest tobacco in the world, and the most delightful of all tobaccos to the great majority of smokers. El Principe de Gales Cigarettes are oval in shape, cork tipped, rolled in both rice and Cuban pectoral paper. The wholesale trade price is

$7.50 per thousand

Send in a trial order to your nearest jobber—it will mean increased sales and more profit for you. **Retail price, 10c per box of 10. Packed 100 in a carton.**

HAVANA-AMERICAN COMPANY, New York

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

THE NEW COUPON BILL.

Representative Tawney, of Minnesota, chairman of the Appropriation Committee of the House of Representatives, has reintroduced his bill imposing a Federal tax on the issuance of all prize coupons accompanying cigars and packages of tobacco and snuff, in whatever form.

This bill, which is directed against the American Tobacco Company, is now attracting widespread interest. While the proposed law is directed against the most important factor in the trade, the use of coupons is, however, not confined to The American Tobacco Co., alone, but they have found favor among other manufacturers as well. Nor is the tobacco trade the only business in which prize coupons are used. A question, therefore, arises whether, if the bill is passed by both branches of Congress and finally becomes a law, its constitutionality could not be attacked on the ground that it was class legislation. If the bill was a general one, covering prize coupons with every and all commodities, it would be a question whether or not an opposing faction could not be created sufficiently large to hinder its passage.

THE TOBACCO WORLD
ESTABLISHED 1881 INCORPORATED 1902
Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia
Cable Address, "Baccoworld." Havana Office, Prado 36, Altos.
ADVERTISING RATES ON APPLICATION.
By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy.
Foreign Subscription, for all Countries of the Postal Union and Canada, $2 00 the Year.
Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, FEBRUARY 12, 1908.

THE LOCAL TOBACCO NEWS

The local leaf market has again gone into a thoroughly desultory state during the past week, and only a hand to mouth business is reported.

There were a number of out of town visitors, and a interchange of talk with them had, at least, a cheering effect, for it was ascertained that Philadelphia was no worse off than other trade centers, and was doing its fair share of business.

There is not so much complaint being heard from our cigar manufacturers, nearly all of whom are working steadily, and a majority of them on full time, but with only moderate forces.

The conditions are easing up considerably with retailers, and a few are reporting an excellent business. It is noted, however, that such reports come principally from dealers located in the central or business portions of the city.

It has been street gossip for some ime that a new retail cigar store was soon to be opened at 1020 Chestnut street, but it has been ascertained that the rumor, while it had some foundation, was not quite correct. The premises have been secured by I. Lowengrund, a prominent retailer, but it is his purpose to thoroughly remodel the place and open a first class restaurant, in conjunction with which he will, of course, also operate a cigar stand that will carry a complete and fine line of goods. Mr. Lowengrund has no idea yet how soon the place can be gotten into readiness for business.

There has been considerable conjecture concerning the plans of a new cigar company which was recently incorporated in New Jersey, under the name of Quaker City Cigar Co. Aside from the fact that several members of the local cigar manufacturing industry were prominently connected with the new enterprise, its very title denoted that it would be virtually a Philadelphia concern.

There has been much reticence on the part of everyone whose name has been connected with the Quaker City Cigar Co., and little information concerning its plans and objects could be secured from them, yet it was learned during the week, and from a reliable source, that it was really the nucleus for opening a school to teach cigarmaking, and a location which will be central has been practically decided upon.

Bohemian students at the Academy of Fine Arts here have won a victory for My Lady Nicotine, after threatening "a strike." The directors of the institution finally consented that the girls may smoke a paper roll in the "lunch" room, and be real Bohemians.

Just exactly what it means to be a Bohemian no one seemed to know, but the girls thought it out. "You eat lunches at midnight that you can't digest," said one. "Welsh rarebits, you know, and lobster Newburg and club sandwiches and things."

"Some Bohemians drink beer, too," suggested another. "But I think tea would be better."

"You smoke cigarettes," said a third. "I know all about it because a friends of mine told me so. All Bohemians smoke cigarettes. You see, cigarettes are the college yell of true art."

Prior to the establishment of the lunch room, where nobody eats, the girls smoked in corridors. This was prohibited, and the cigarettes retreated to the model rooms and class room. This also was tabooed, and then a delegation went to the directors.

Now every girl is happy, for she can have her smoke at will, and be as Bohemian as she pleases. It is hinted that some who have tried it were sadly stricken and swore off, but there are others who won out.

One of the most interesting visitors here recently was John H. Dickerson, President of the Voige & Winter Company, cigar jobbers at Cincinnati. While here Mr. Dickerson made his headquarters with W. K. Gresh & Sons, at Norristown, manufacturers of the Pathfinder cigar, of which this Cincinnati firm is the distributor in that city.

Henry Abrams, formerly engaged in the cigar manufacturing business at Tampa, was a recent visitor here, in the interest of the El Arte Cigar Co., of Tampa, makers of the Prima Lucia, and other brands of clear Havana cigars.

Leroy Woodford, formerly a salesman here of Arrow Cut plug, is now in the employ of Arthur Hagen & Co., selling White Rolls, Ramley and Burley Cubs. Mr. Woodford is a young and thoroughly energetic salesman, who is fast building up an enviable reputation.

M. Schoenfeld, the Ridge avenue tobacconist, who a short time ago also opened a delicatessen counter in connection with his cigar and tobacco business, has discontinued the delicatessen business to devote his entire time to the cigar and tobacco business. "No more green cheese for mine," says Morris.

The Burley Cubs all-tobacco little cigars, which were put on this market only a few weeks ago, have already secured a strong foothold, and in fact Arthur Hagen & Co., the general selling agents here, cannot get the goods in fast enough to supply the demand. It is also stated that certain manufacturers of a similar class of goods have cut the price on their product, with a view to giving their goods an extra impetus in sales to cope with this new adversary.

H. Victor, a jobber and retail dealer at 804 South Second street, is enlarging and thoroughly remodeling his store, which when completed will be one of the best appointed in the down town district.

As a champion of the cause of the independent tobacco manufacturers there could not be a more illustrious example than is being set by T. F. Fitzgerald, a popular dealer at Forty-third and Lancaster avenue, who is this week devoting one of his large display windows to an elegant exhibit of Central Union cut plug and the other one to an exhibit of White Rolls cigarettes.

It has been learned that Mr. Fitzgerald last week visited New York, to give testimony in the suit of the Government against the American Tobacco Co. He was accompanied, so the story goes, by George T. Browning, who was for many years engaged in the jobbing business in this city, but lately retired.

Fred. Kuhn, senior member of the wholesale and jobbing firm of F. Kuhn & Bro., leaves this week on a two months pleasure trip among Southern resorts. The itinerary included Florida resorts, Cuba and the Bahamas. Plans have also been made for a trip to Europe soon after his return from the South.

W. S. Lakamp, representing Brunhoff Mfg. Co., Cincinnati, makers of cigar lighters, cutters and advertising novelties, was in Philedelphia this week.

DULL TRADE IN BOSTON.

Collections Slow, and a Business Revival is Not Expected at Once.

[Boston Bureau "The Tobacco World"
19 Devonshire Street]
Boston, Mass., Feb. 10.

There is no improvement in the cigar business since my last letter. Wholesalers are complaining of poor collections, and none of them seem to be looking for new business until conditions brighten up a bit. Many are of the opinion that by March 1st business will be in a normal condition once more, and in the meantime retailers are practically buying from hand to mouth.

Plenty of cigarette salesmen here, and each one seems to have a better deal than the other—so the retailer tells me.

Shinasi Bros. have a young man here doing missionary work on the Naturals and Prettiest, and also making some window displays.

The Mentor Co. has started putting in window displays on the Ramley brand.

The Khedivial Co., N. Y., are out with a new 15 cent cigarette called Alma. The package is of a crimson color and is a neat affair. The cigarette is cork tipped. To better introduce same the Khedivial Co. is giving away for a brief time 10 packages of Alma free with each thousand of Oxfords purchased. It is safe to say that Sam Marcuson, the firm's Boston representative, will have the new brand well placed among the trade.

Wm. Frisch, Regulus Cigar Co., N. Y., was here last week and did a very satisfactory business on Regulus, their leading brand of clear Havana.

Louis Shapiro, Nestor Gianaclis Co., who has for the past two weeks been working the Nutmeg State on the Nestor and Royal Nestor cigarettes, is expected back on Saturday. E. Courtney Perkins has been looking after the window display work here. Chas. Ellis has returned from Connecticut, and leaves tomorrow to spend a few days in Portland, Me., where the Nestor has a big sale.

R. D. Carnes, Ware-Kramer Tobacco Co., received word this week of the death of his father, in Georgia. Mr. Carnes has many friends here who deeply sympathize with him in his sad bereavement.

A. Jacobus, representing Rosenthal Bros., N. Y., makers of the R. B. and other brands popular in this market, spent several days calling on our jobbing trade.

"Old Sport" Zugschmidt, of the Union American Cigar Co., (branch of the tobacco combine) is here pushing the sale of Yola, the new two-for-five cigar. He reports having done a big local business on this brand.

M. Barnett, of M. Barnett & Co., N. Y., leaf dealers, after spending the week here left today for New York.

M. Cohen & Co., makers of the American Smoker 5 cent cigar, reports a steadily increasing business. Much advertising matter is being distributed in connection with this cigar.

Erlich & Kopf moved Saturday into their new temporary store at 40 Court street, on account of the old building being torn down to make room for a modern office building.

C. H. Bond, of the Waitte & Bond Co., has purchased at foreclosure sale the property of the Hotel Netherland, on Boylston street.

Kleins' Pharmacy, Inc., with stores corner of Washington and Boylston streets and cornor of Tremont and Boylston streets have failed. It is said that the assets will cover most of the liabilities.

Mr. Turner, late manager of Kleins' Washintgon street store, has accepted a position as manager of the Markell Drug Store, on Scollay Square, and will start in today. Ben Ali.

—Charles M. Fox and C. M. Rosenbaum, two gentlemen from Trinidad, Col., have opened a cigar factory and retail store at Raton, N. M.

For Genuine Sawed Cedar Cigar Boxes, go to Established 1880
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

Removal Notice.

WM. STEINER, SONS & CO.
Lithographers and Importers
Respectfully desire to announce to their friends and patrons that they have **Removed** to their new factory—**Steiner Building,**
257--265 W. Seventeenth St., New York
Between Seventh and Eighth Avenues.

Wm. Steiner, Sons & Co's Handsome New Building

Wm. Steiner, Sons & Co., one of the most widely known lithographic houses in the United States, and who are well known in the cigar trade as lithographers of specially designed "private" labels, have now removed to a new structure at 257 to 265 West Seventeenth street, which is a model in its perfection. The building is a nine story structure, built of brick and reinforced concrete. It is as thoroughly fire proof as it is possible to make any building.

The accompanying illustration will give the reader an accurate idea of the tastefulness of the degsign and general appearance. The building is 127 by 92 feet in dimensions, and will be used in its entirety by the firm. There is probably not a known modern appliance or equipment that has not been used in the "Steiner Building." For instance, electric power is used throughout the building, steam being used only for heating and generating the electric current, which is supplied from dynamos installed for the purpose of supplying power.

This apparatus is located in the basement, of course, and constitutes a part of the engine room equipment, an elegantly appointed apartment, which is in charge of Mr. Sheldon, who has long held a similar position, and he is justly proud of his new plant. The basement, however, affords ample room for the thousands of lithograph stones used in the work of the firm.

The first floor, or what is in New York called the ground floor, is devoted to the use of embossing, cutting and calendering machinery. The second and third floors are required for the numerous presses of various sizes, and for bronzing.

The fourth floor consists of the band cutting and gumming, type and carton departments. It will be remembered that the house has for some time made a specialty of carton work for advertising and other purposes, which has developed into almost a business in itself.

The fifth floor is for the present reserved.

The sixth floor is used by the scores of artists, engravers and transferrers.

Th entire seventh floor is utilized in general offices, stock and shipping rooms. This floor has been admirably divided into offices for the heads of the house and the general office force, including the general office manager,

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA
and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
NEW YORK
ESTABLISHED 1840 CABLE: "NARGIL"

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

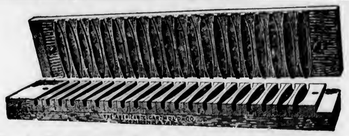
THE DEISEL-WEMMER CO., Makers
Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & CO.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart

Dallas Cigar Co
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna



SAVE AGENT'S COMMISSION

Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.

Send for our Catalogue of 1,500 Shapes

The American Cigar Mold Co., Cincinnati, O.

---

bookkeepers, billing clerks, stenographers, private telephone exchange, salesmen, etc.

On that floor there has also been equipped luxuriant bath and toilet rooms. Not a comfort, either for one of the firm, or for an employe, has been overlooked.

The eighth and ninth floors are devoted to the imported advertising novelty department, which is under the personal supervision of Chas. J. Feis.

The firm was founded in 1870, by the late Wm. Steiner, who died in May, 1900. In the meantime Mr. Steiner had admitted two sons, Henry and Idsidor, and a son-in-law, Jos. Kopperl, into the business, which was thereafter known as Wm. Steiner, Sons & Co.

The office force is very ably headed by J. Abramovice. Besides that there is also a good force of salesmen, principal among which is I. Steiner, Jr., who looks closely after New York City business, and Saml. Kaufman, the Pennsylvania representative.

Several years ago this firm bought the business of Emil Steffins Co., which had considerable following in Pennsylvania, and which business the firm has since carried.

TAWNEY'S ANTI-COUPON BILL

Keeping up the Fight Against Gift Coupons.

Washington, D. C., Feb. 5.

Representative Tawney, chairman of the Appropriations Committee of the House, has reopened his fight on the tobacco trust by reintroducing his bill to impose a Federal tax on the issuance of all prize coupons accompanying cigars, packages of tobacco, and snuff.

This bill was originally introduced by Mr. Tawney in the Fifty-sixth Congress, and passed the House, but failed in the Senate. He reintroduced it in the Fifty-seventh Congress, and it was shelved in the Committee on Ways and Means, after a favorable subcommittee report had been made on it.

"The object of the bill," said Mr. Tawney, "is not to raise revenue for the Government, but to put a stop to the prize giving practice, by which the tobcco trust is enabled to eliminate competitors from the field. I am going to press the bill purely in the interests of the independent tobacco men."

SPECIAL NOTICES.

(12½ cents per line, 8-point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LaSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

We Want to Send FREE
To every Cigar and Tobacco Man
Our NATIONAL CATALOGUE of Tools, Supplies and Novelties
a reference book that makes buying easy and profitable.
Make your request on your letter-head today.
NATIONAL SELLING COMPANY
Allentown, Pa. 11-13ch

L. BERNFELD
Cigar Broker
West Haven, Conn.
2-5tf

Pennsylvania Tobacco Seed
Scientifically grown and separated; 1,800 to 2,000 lbs. per acre; packets, 25 and 50c. Open grown, unseparated, $5 per lb
John S. Weaver, Tobacco Breeder, **Kinzers, Pa.**
2-5t

GENUINE CONNECTICUT BROAD LEAF TOBACCO SEED
Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal orders to
WM. L. HUNTTING, E. Hartford, Ct.

WILLIAM L. HUNTTING
Packer, Dealer & Grower of
Leaf Tobacco
Have on hand choice Broad Leaf wrappers and binders, cheap for cash. Choice tobacco seed a specialty.
Office, 812 Main St., E. Hartford, Ct.

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made **CIGARS**
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902

A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade
Seed and Havana
Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge
Cigar Box Factory

CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS

J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
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Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of **Cigars** For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

E. RENNINGER
Established 1889
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

LITHOGRAPHERS AND PRINTERS
312-316 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
NEW YORK
CIGAR LABELS AND BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works
265 West Broadway, New York

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc.
MANUFACTURERS
814-832 N. LAWRENCE ST., PHILADELPHIA
SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
CIGAR RIBBONS

CIGAR RIBBONS

Manufacturers of
Bindings, Gallooons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an
Exclusive line of

NICKEL GOODS

Which can be recommended for
Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

EDWARD E. SIMONSON
Packer of and Dealer in
Leaf Tobacco
Tobacco Bought and Packed on Commission
Stoughton, Wis.

IMPROVEMENT IN LANCASTER.

Not Much, but Enough to Indicate that Possibly the Tide is Turning. Tobacco Suit Decided.

Lancaster, Pa., Feb. 10.

Everything taken into consideration there is some evidence of a slight but general improvement in trade conditions. There has been a moderate increase in the output of cigars during the month of January, as compared with the preceding month. There has also been a little more doing among leaf tobacco dealers. Manufacturers are still buying sparingly and for immediate use only, but with an increasing output even "the immediate" needs are likely to increase also, and dealers may naturally expect a greater demand for raw material. There has been some more buying of the new crops of late, although it is not yet general. There are a great many now driving through the country, but they seem more engaged in spotting desirable crops than in actually buying. Prices have ranged from 6 to 10 cents per pound, but 7 to 7½ cents may be set down as having been a fair average.

The United Cigar Manufacturers Co.'s representatives have been strongest in the field.

The report of the Collector of Internal Revenue shows sales of cigar stamps during the month of January amounting to $155,358.75; snuff and tobacco of $2,376.87.

The above figures of the sale of cigar stamps show an output of 51,786,250 cigars. The output during December, 1907, was 46,428,940, showing an increase for January of 5,357,310 over December, while in January, 1907, the output was 67,422,250, which is 15,636,000 more than during the month just closed.

The suit of George Sangrey vs. Sigmund Morris and Charles Haas, in business as Haas Brothers, was attached for trial before Judge Landis on Monday. It is a suit to recover damages in a tobacco transaction. The plantiff is a Conestoga township farmer and the defendant is a firm of leaf dealers in Cincinnati. The plaintiff's testimony was that in October, 1906, he sold to John McAllister, an agent of the defendant, six acres of tobacco at 15½ cents for wrappers and 6 for fillers; that an agreement was signed, the terms of which were that the tobacco was to be sound and in merchantable condition; that in the January following McAllister called on the plaintiff, told him his tobacco was unsound and it would not be received. Sahgrey then consulted counsel and was advised to deliver the tobacco. He took it to the Willow street station, where the defendants were receiving tobacco. An agent of the defendants examined one bale, pronounced it unsound and refused to receive the tobacco. The defendants were then notified that the tobacco would be sold for the best prices obtainable and they would be held for the difference. The tobacco was sold for 12 cents for wrappers and 4 cents for fillers. This suit is brought to recover the loss sustained, 3¾ cents on wrappers and 2 cents on fillers.

The defense in the suit was opened on Monday afternoon. It was that the tobacco of plaintiff was examined after it was shipped and a fourth or fifth was found unsound. Plaintiff was then notified that the tobacco would not be received. When it was delivered the defendants were allowed to examine only one bale, and it was not sound. For that reason the tobacco was rejected. The jury found in favor of plaintiff for $283.30, the full amount of the claim.

Acting under its new policy of distributing new varieties of tobacco seed, to improve the quality of tobacco products, the Agricultural Department recently accepted a suggestion of ex-County Commissioner M. L. Greider, to have the Lancaster County Tobacco Growers' Association make the distribution in Lancaster county.

A special meeting of the Association will be held today, at which the scheme of the Department will be fully explained and 150 samples of seed distributed.

J. L. Weidler, a manufacturer of union made cigars at Rothsville, this county, will build a new factory as soon as weather conditions will permit.

Ohio Concern Embarrassed.

Bryan, O., Feb. 5.

Judge Killits has appointed George H. Crane, of Fayette, as receiver of the A. A. Walp Company, manufacturers of cigars, at Fayette. At a meeting of the Fayette stockholders, who were interested in the concern through the efforts of A. A. Walp, of Toledo, it was decided to liquidate.

The Bank of Fayette obtained a judgment of $1,715.50 against the company, and in a petition asking for a receiver said they had other claims amounting to $3,700. The bank also said the cigar company's assets do not exceed $4,000, and that business has been conducted at a loss for some time.

—William and John Geary have opened a cigar factory at Decatur, Ind., where they are well known, and will cater to the local trade.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line
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E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a pleasure to look over our Samples

Samples cheerfully submitted upon request — P. O. Box 96

CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specially

32 and 34 East Chestnut Street, Lancaster, Pa.

W. B. HOSTETTER & CO.

Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue.
York, Penna.

We Make **SCRAP FILLER** for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

Nos. 49 and 51 West James Street
Lancaster, Pa.

H. H. MILLER

Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock
327 and 329 North Queen Street
LANCASTER, PA.

MILTON H. RANCK

Packer of
Penna. Broad Leaf
Dealer in
All Grades of
Domestic Cigar Leaf Tobaccos

201 & 203 N. Duke Street
LANCASTER, PA.

J. K. LEAMAN

Packer of and Dealer in

LEAF TOBACCO

142 North Market St.

United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN

Packer and Dealer in

Leaf Tobacco

Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA. — MAIN OFFICE: **Lancaster, Pa.**

The York Tobacco Co.

Packers and Jobbers in
All Grades of

LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco — **York, Pa.**

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. — Lancaster, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg.] H. S. SPRINGER, Mgr.
Chicago, 53 Fifth Avenue. E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
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The Moehle Lithographic Company
Clarendon Road & East 37th St. Brooklyn, N.Y.
Branch Office
171 East Randolph St. Chicago Ill.
Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

SOME CIGAR BOX HISTORY.

An Old Time Cigar Box Maker Tells How Boxes were Made Years Ago. Old Way Had Its Advantages.

"That brings to mind the good old days," said the old time box maker, as he handed his visitor an old cigar box of large size, "the time when a box was simply that and nothing more."

"In those days," continued the box man, "the call was for tenth boxes, that is, of size to hold 100 cigars, and our help was trained to handle what now appears a most unwieldy package. After a while the twentieth box, the 50 cigar size, made its appearance and how we box makers did smile when the new package gained in popularity, for it meant double output to us and a proportionate increase in sales. But it was really beyond our understanding at that time why the cigar manufacturers should encourage the new packing when it meant a material increased cost to them for their boxes and an increased expense otherwise, in the packing of the cigars and the stamping and handling of the boxes. The twentieth box has crowded the tenth out of the market practicaly, especially here in the west, and we make so few of the large size that our help steers shy whenever an odd lot goes through the factory. None of the girls of today want to tackle the 'coffins;' they belong to a past generation, and the 1908 trimmer can't some how get her hand into working the large box with ease.

"Then you'll notice another little difference in the box you're holding and the one in use today," pursued the old timer, in an reminiscent mood. "We hadn't heard of drop lids at that time and all boxes were made with plain covers; that is to say, the front, back and ends were sawed to an even width and the cover was full size; in fact, of same dimensions as the bottom of the box. This was quite an innovation as it affected very much the first step in the process of manufacturing, the sawing. Up to that time, it was a comparatively easy matter for the sawyer, but with the box materially reversed and the ends nailed on to the front, instead of these parts being nailed on to the end pieces, it became necessary for the box sawyer to do a little figuring. He had to add the thickness of the front and back to the cigar length to arrive at the correct length of the end pieces, adjust his saw specially in ripping where heretofore he could put all four frame pieces through the saw with the one setting. It was quite a departure from the old system."

"Well," queried the visitor, "why should the change be made, why not continue the old style plain cover?"

"Because the box makers wanted to please the cigar man," replied the veteran, "and to do so it was necessary to reverse the old style of construction. Many a time would the cigar packer, when nailing down the cover of a box, drive the nail into his thumb, for after setting the nail he would press in the front of the box so that the nail would drive true. And whenever he met with such a mishap and nursed an injured thumb he would explode in wrath and say things about his box maker. For the nail points were imperfect, not pinpointed as today, and, therefore, had a tendency to drive either inward or outward, particularly with the front of the box of the thinnest material. And so it came to pass that the box makers worked out of the old rut and gave the cigar men a thicker front piece in their boxes."

"Where did you get off on your increased manufacturing cost?" asked the visitor, as he leaned back in his chair and lit a fat Perfecto the box man had passed him.

"Well, I'll tell you. We old chaps weren't very long on figuring manufacturing cost," answered the box maker; "we thought that that was a waste of valuable time and, besides, we knew what our goods cost us. I mean we thought we knew. But in this matter of drop lids we had no hesitancy in making an extra charge of 50 cents per hundred boxes, and, what's more, we got it, too. You see, before the drop lid fancy took hold we could pick our tops out of our tops and bottoms, both being of one size, and that was mighty convenient and assured a fine lot of covers besides. It was more economical, too, for what wasn't good enough to answer for tops was used for bottoms. In sawing the covers to a shorter length, as we do today, the pieces that are not up to grade cannot be used on that lot of boxes and can only be utilized for a smaller size, which means considerable waste and extra handling.

"Here's another little reminder of the olden days," continued the box man, passing his caller a letter quoting prices on cigar box lumber. "You notice the term 'end stuff'; well, that isn't end stuff in the strict sense of the term, but back and front stuff. It means the thick cigar box wood, the 7-32 inch. Before the entry of the drop lid, or falling cover, as I have told you, the thickest lumber, or 7-32, went into the box end, for box makers always nail into the thickest board for obvious reasons, hence the term 'end stuff.' But in this day the ends are cut out of 'top stuff,' the 3-16 inch, as the ends are nailed on to the front and back."

"Your method of manufacturing must have undergone quite a change," remarked the visitor, with a view of prolonging the conversation sufficiently to burn up another Perfecto.

"Well, just a little," retorted the box maker with a smile. "Why, way back in my early training, before the

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED
The Krohn Tobacco Co.
(of WINDSOR, CONN.)
Our Plantations are in the most famous growing section
Fine Handling Superb Quality
Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O

HERMAN DELLE
York, Penna.
Maker of
Delman 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

GEO. W. PARR
Manufacturer of
Fine Cigars
Littlestown, Pa.

MAKER OF
Fernside and Lord Wharton
Five Cent Goods
Sold to the Jobbing Trade only.
Correspondence invited

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: *The* Bear, *The* Cub, Essie, and Matthew Carey

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

W. R. DAUGHERTY & BRO.
Manufacturers of
Fine Domestic
Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Cigars of Quality Sell and Repeat.
Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samp'es to Responsible Houses

OLDEST MANUFACTURERS OF
PEACH and PRUNE FLAVORS
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK.

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

advent of machinery, the nailing on the large tenth boxes was done entirely by hand, and by mouth, I may add. The nails were driven into the sides, that is, set in position, and after this preparation the boys would place a side on to an end and with three swift blows drive the nails home. All the nailers had black stained mouths, as a result of feeding the nails from the mouth and many of the old timers, who followed this work for some time, wore a V-shaped groove into their front teeth, through the continuous feeding of nails. I belong to that class myself and here's the proof," concluded the box maker as he bared his teeth to confirm the statement.

"With the introduction of the drop lid, and as the twentieth box doubled the quantity of boxes to be nailed, the nailing machine came into use. At that time, the horizontal foot power style, on which the frames were first 'singled' and then 'doubled.' And you should have heard the hand nailers denounce the new method, for with the inexperience of operating the machines no speed could be attained and the old trained hand nailers would easily beat them out. But in time the machine operators made headway and the hand nailers reluctantly gave up the fight.

"In these days of upright power nailers and of improved machinery, and the many other aids that time has brought," added the maker of boxes, as his visitor made ready to go, "the box man of later days cannot realize the changed conditions, or in the vernacular of the street, know what the old timers were 'up against.'"—Packages, Milwaukee.

Why the Vice President Does Not Use Tobacco.

Vice President Fairbanks does not smoke or use tobacco in any form. He does not care for it, and relates a boyhood experience as his reason for disliking tobacco.

"At the time," he tells his friends, "when there were a lot of little chaps attending a country school, of whom I was one, the most common way of using tobacco was in a pipe or to chew it. A cigar was a sign of affluence infrequently affected by the inhabitants of that community.

"One day a young man came to see our teacher, who was a young woman, and he wore in his face a long black cigar, that meant he had much money in his pocket; was president of a bank or something equally important. When he came in he left that cigar on the outside carefully put away on a window ledge. Some spirit of deviltry or perverseness induced me to filch that cigar, and I divided it up in pieces among my companions. Each of us took a bite, and in about five minutes all of us were wildly groping about for something to hold on to so we would not fall off the earth. That's the way we felt, and that experience made me so sick I have never been tempted to repeat it."

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84—86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
Lead Seals and Stencils
QUAKER CITY STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made
JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies
OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.
Factory: LANCASTER, PA.

Leaf Tobacco Markets

BALDWINSVILLE, N. Y.

The local market remains quiet. The extremely cold weather and storms of the last few days have doubtless kept the local buyers who have been in the market from riding. Milder weather is looked for and it is expected that better conditions will then prevail.—Gazette.

CONNECTICUT VALLEY.

The tobacco buyers have been here, but for the last week or ten days they have sought new fields in which to work. They are like the crows. Today none are seen, but next day some farmer has drawn out some dead animal, and it is scented by the crows for miles around, and the air is alive with them for several days, until the carcass has been devoured, and by that time carrion is scented in another quarter and every crow is gone. So it is with those who buy tobacco. If one is missing, in a few hours the rest follow. They are scented by those left behind. Soon they will remove again, not one alone but all of them. It seems like concerted action, but may all be accident. I have heard of one buyer during the week, but he was a Western man, and unacquainted with the manners and customs of our Eastern buyers, so he can easily be excused, for he bought a little, and I hear it rumored at very good prices. Aside from this one buyer I have heard of no looking even, much less of any being bought.

Our correspondents write:

East Whately, Mass.: "John M. Crafts has sold his crop of 10 acres to Dare of Pennsylvania for 14 cents in bundle."

North Hatfield, Mass.: "John Brennan sold to a Pennsylvania firm 9 acres at a reported price of around 11 cents. Frank Jones is shipping an order of tobacco to New York. Gilbert Morton is shipping about 140 cases of old tobacco, and quite a lot of this last season's growth."—American Cultivator.

EDGERTON, WIS.

Conditions in the local tobacco markets have not changed during the week. Everyone is waiting a general movement of the crop, which does not come. A few scattering sales are being made in nearly all sections, but buyers of the large operators are not riding and a general indifference is noted all along the line, even though tobacco can be purchased at reasonable figures. The impression seems to prevail that as long as the market for old goods continues so dormant there is little incentive to add to the holdings new leaf. The few transactions reaching us since last report are:

W. Haskins, 6a at 8 and 2c.
N. G. Nelson, 2a at 7 and 1c.
F. A. North, 4¼a at 7 and 1c.
George Seeley, 2¼a at 7c.
Charles Starks, 2a at 5½ and 2c.
Aug. Teigs, 2a at 5½ and 2c.
Charles Spitter, 1½a at 5 and 2c.

A waiting game is still being played in the cured leaf markets. With business slacking up with manufacturers they feel they can afford to wait lower prices of leaf which packers are not yet willing to concede. C. O. Onsgard shipped two car loads of old goods that had been placed with a Western jobber this week.

Shipments 300 cases.—Reporter.

PATENTS RELATING TO TOBACCO, Etc.

878,082 Combined cigar tip cutter and lighetr; T. P. Moody, Chicago, Ill.

878,059 Magazine-feed-match box; L. Hamill, Olathe, Kans.

878,110 Cigar clipper; M. Bixby, Salt Lake City, Utah.

878,195 Tobacco box or caddy; A. J. Field, Raleigh, N. C.

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor
Manufacturer of
FINE CIGARS
Holtz, Penna.

10c.—UNCLE JOSS—5c.
Pretty Bessie, York Nick, Best Known } 5c.
Two Cracker Jacks (2 for 5 cents)
Oak Mountain Bouquet—Boston Beauties
Puro—Porto Rico Crooks
Correspondence with the Wholesale and Jobbing Trade Only invited.
Capacity, 25,000 per day. Telegraph—York, Pa.

Our Great Offer: A Self Filling $2.00 Fountain Pen and "The Tobacco World" for one year, ¶ Both for $1.50; the Regular Price is $3.00.
We have made a contract with one of the largest Fountain Pen Manufacturers in this country (Nathaniel Field), whereby we can supply you with A First-Class Self Filling Pen the best of its kind in the market. Every pen is solid gold, 14k., point tipped with genuine irridium.

The illustration shows the exact size of the Pen; if not satisfactory for any reason, it will be exchanged cheerfully.
This is an unusual opportunity to get a High Class Pen at a trifling cost.
TO ANY PERSON sending us $1.50, we will send this Beautiful Fountain Pen, postpaid, and will, in addition, enter the person's name for one year's subscription to "The Tobacco World." Should you already be a subscriber and desire to secure one of these Pens, your subscription will be extended one year from the date of its present expiration. This offer does not apply to foreign subscriptions, which cost $1.00 additional.
Address The Tobacco World, 224 Arch Street, Philadelphia, Pa.

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YORK, PA.

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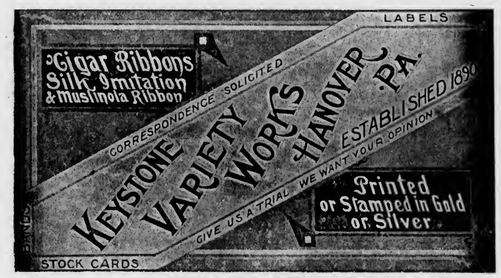

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CIGAR LABELS
American Lithographic Co.
NEW YORK.
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Established 1877 New Factory 1904

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DEALER IN
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EDGINGS, BANDS, ETC.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
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Manufacturers of
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Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

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IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

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Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Clear Havana . 10c.
"S. B." Seed and Havana . . . . . 5c.
"KATHLEEN O'NEIL" . . . . 5c.
"VUELTA SPRIGS" The Mellow Cigar . 5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .

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The AMERICAN TOBACCO CO., NEW YORK

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To Protect the Consumers against the Host of Imitators of this Old Time Famous Popular Brand of Cigars

Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark

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Registered in U. S. Patent Office

Established 1869

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5-cent Cigar
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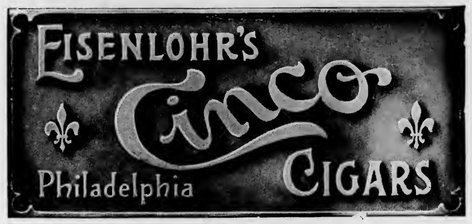

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THE TOBACCO WORLD

Vol. XXVIII., No. 8 PHILADELPHIA, FEBRUARY 19, 1908 One Dollar the Year

SLOT MACHINES IN CHICAGO

Three Dealers Plead Guilty of Their Use; 158 Stand Trial.

Chicago, Ill., Feb. 14.

Three cigar store keepers pleaded guilty today before Judge Newcomer to the charge of operating slot machines. In the other 158 cases the dealers insisted on jury trials.

A. J. Hunsaker, 82 Washington street, was prosecuted by Assistant State's Attorney McCormick, and Edward Morris defended.

Best & Russell pleaded guilty to operating three machines. Edward Wahl, 132 Wabash avenue, and Charles J. Simpson, 281 La Salle street, each pleaded guilty to one charge.

Judge Newcomer ordered the machines impounded for three months in the care of the city custodian and permitted the cases to be stricken from the docket with leave to reinstate.

Attorney Morris in questioning the veniremen intimated that the prosecutions were being brought at the instance of the United Cigar Stores. This intimation brought on a brush with Assistant State's Attorney McCormick.

Louisville Warehouse Deal.

Louisville, Ky., Feb. 14.

Another large real estate deal probably will be put through this week, as the Louisville Tobacco Warehouse Company is negotiating for the purchase of the big warehouse at Twenty-second and Rowan streets. This warehouse occupies the entire block, running from Twenty-first street to Twenty-second street and from Rowan to Main street. It is one of the largest warehouses in the country, and has a capacity of several thousand hogsheads of tobacco.

In the past few weeks the business of the Louisville Tobacco Warehouse Company has been so large that the officers are finding it difficult to get sufficient storage room. Every building available has been rented or purchased outright and still the company is in need of more store room.

The property at Twenty-second and Rowan streets is considered the best of its kind in the country. Even in this city of big warehouses it has a capacity greater than any other warehouse, and if it can be purchased by the Louisville Warehouse Company the latter will then have sufficient storage room. Negotiations for the sale of the property have been on for several weeks and probably will be brought to a close in the next day or two. Only a few thousand dollars are keeping the parties to the sale apart.

Soldiers Sent to Hopkinsville.

Middleboro, Ky., Feb. 14.

Fifteen men and two officers of company H., second Kentucky regiment, left for Hopkinsville over the L. & N. railroad this morning, Lieut. Stair is in command. Maj. Albrecht, of the board of survey, left with them.

FIRE IN SAGINAW FACTORY.

Wolverine Plant Suffered Slight Damage. Employes Scared.

Saginaw, Mich., Feb. 14.

With great quantities of smoke rolling out of the second story of the Wolverine Cigar Co.'s plant at 121 South Hamilton street, much apprehension was felt of another serious conflagration

The fire started in the stock room from some unknown cause and spread to a closet adjoining, but aside from damage to some stocks of tobaccos and cigars the damage will not amount to much. For a time there was quite a scare among the girls employed in the shop, but all got out of the building without trouble and soon after the fire department apparatus left went back to their work, the fire being extinguished with the chemical.

Julius Ahrens in regard to the company's loss said that he could not make any estimate on it at present. Some stock in the basement, he said, was undoubtedly damaged and there were about 90,000 cigars in the stock room. This room has been locked up pending the arrival of insurance adjusters.

Owensboro's Newest Enterprise.

Owensboro, Ky., Feb. 14.

A movement is on foot for the organization of a company in Owensboro to manufacture plug and smoking tobaccos from natural Green river leaf. The promoters are experienced tobacco men, and it is understood that they have interested a number of prominent Owensboro business men in the enterprise and that the company will be incorporated within the next few weeks.

It is proposed to organize the concern with a capital of $25,000, most of which can be used as operating capital, as the investment for equipment will not be great. It is pointed out by those interested that the largest independent tobacco manufactories in Kentucky have been started with less capital than that proposed for the new Owensboro concern.

It is believed that a smoking tobacco manufactured of pure Green river leaf would become immediately popular. The Bennett Tobacco Company, of Owensboro, is manufacturing such a tobacco, but the output of the plant, it is said, is not nearly large enough to supply the demand, and there is no other factory in this particular line in the five counties in which the Green river type of tobacco is grown.

Even Owensboro smokers who like a natural leaf tobacco of the dark or strong type are, for the most part, using tobacco grown outside of the Green river district. A great deal of "black patch" tobacco is smoked in this section, and Duck river tobacco, grown principally in Maury, Williamson and Giles counties, Tenn., has a large sale locally. The trade throughout this section, it is argued, should be supplied with tobacco grown and manufactured in the Green river country.

KENTUCKY AND THE CIGARETTE

Proposal to Collect a $10 License Fee from Tobacco Dealers Who Carry Cigarette Paper.

Louisville, Ky., Feb. 14.

The State Internal Revenue Agent, S. H. Nash, it is understood will make an effort to enforce the collection of a $10 license from dealers who handle tobacco here, and also deal in cigarette papers, this being the amount of the special license required to handle cigarette paper in addition to the regular license required for handling tobacco. This is practically a new law, it becoming effective last year.

The revenue man's contention is that the dealer who carries cigarette paper in stock together with the tobacco used for making the cigarette is technically a cigarette dealer and that, therefore, the license must be paid by him.

While in Lexington Mr. Nash made an investigation of the matter and found that there were many business firms, including druggists, saloon men, restaurant keepers and others who carry cigarette paper in connection with their stock of tobacco, but who did not know that the law required them to take out a special cigarette license. It is said that the enforcement of this law will affect a large number of dealers in this city.

Accused of Embezzlement.

New Haven, Conn., Feb. 14.

John E. Ney, the Waterbury salesman for the New Haven Tobacco Company, held for embezzement from that firm, waived examination in the police court today and was bound over to the superior court under bonds of $1,000. He has been held under bond since his arrest. Attempts have been made by his friends to obtain it but so far they have failed and he has been in jail continually. He was taken back there this morning shackeled to a thief, to await trial at the next term of the higher court.

Connecticut Concern Incorporated in Oklahoma.

Oklahoma City, Feb 14.

The G. B. Alderman Leaf Tobacco Co., of Oklahoma City, with a capital stock of $50,000, was granted a charter last week. The incorporators were; G. B. Alderman, and B. L. Alderman, of Suffield, Conn., and E. L. McKeown of Guthrie, Okla. Evidently this is a Connecticut concern to operate under an Oklahoma charter.

Arrested for Selling to Minors.

Colorado Springs, Col., Feb. 14.

G. Veramer, proprietor of the Empire cigar store, was arrested a few days ago on a warrant sworn to by Probation Officer W. M. Reasoner, charging him with selling tobacco to juveniles. The arrest was made by Constable Harvey Gillingham and Veramer will be given a hearing by Justice O. R. Dunnington.

WHEELING JOBBERS TO MOVE.

Inability to Meet Increased Rent of Premises Given as Cause.

Wheeling, W. Va., Feb. 14.

As the result of the ever increasing rent rates in the business district of Wheeling, Wells & Wingerter, one of the largest local cigar and tobacco establishments, have announced that they will move their Market street store, which is located at the corner of Market street and Alley 9, to Huntington, just as soon as their lease expires, which will be about May 1.

The property wherein the establishment is located is owned by the Weidebusch estate, and it is said that the rent on the building has been increased nearly thirty per cent. with the result that Messrs. Wells & Wingerter insist that they cannot stand the increased rate and as a consequence will move their store to Huntington.

John Wingerter, who has been connected with the Market street store, will go to Huntington in the capacity of manager of the establishment which is to be removed from this city.

Warehouseman Alleges Fraud.

Louisville, Ky., Feb. 14.

J. L. Vice today filed suit asking for the appointment of a receiver for the J. L. Vice & Co. This concern is composed of J. L. Vice and William Snedegar, and the plaintiff in his petition alleges that he has been defrauded in business by his partner. Vice and Snedegar, the petition relates, entered into a contract that expires in the spring of 1908 for the purpose of transacting a tobacco business, and Snedegar, instead of conforming to the provisions in the instrument, disposed of $5,000 worth of tobacco in his own name. The plaintiff asks that the Louisville Tobacco Warehouse Company be enjoined from carrying out the deal.

Ordinance Prohibits Smoking.

Barbourville, Ky., Feb. 14.

The question of passing an anti-cigarette law was vigorously threshed out in the City Council chambers recently, and ended by the passing of an ordinance providing for a fine of $1 to $15 for being found smoking a cigarette or having the "makings." The Council was evenly divided, Mayor Cole casting the deciding vote in favor of the ordinance. It will take effect at once.

Rochester Cigarist Bankrupt.

Rochester, N. Y., Feb. 13.

David Harris, a cigar manufacturer of this city, has filed papers in voluntary bankruptcy in United States Court, and they have been referred to Referee Quincy Van Voorhis of this city. The unsecured claims are given at $2,435.83. Secured claims amount to $4,300. The schedule shows real estate of the value of $5,400 and stock to the amount of $735, while debts due on open accounts amount to $257.25.

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and Packer of LEAF TOBACCO

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J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

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THE TOBACCO WORLD

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut, is a fac-simile, in its actual size, of the Precinta or warranty stamp which is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these stamps, were made in Cuba by the Independent Manufacturers.

Thus a copy of that warranty stamp attached to any box of Cigars and Cigarettes or to any packages of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Habana, Cuba, with the genuine Tobacco Leaf grown in the famous Vuelta Abajo

DON'T FORGET THIS, RETAILERS, IMPORTERS AND DISTRIBUTORS.

COLORS OF THE PRECINTA: Black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

BRIGHTENING IN READING.

Cigar Factories are Working and Many Report Steady Gains.

Reading, Pa., Feb. 17.

The concensus of opinion is that the trade conditions are gradually improving. Local manufacturers are working moderately and many declare there is a steady gain in the amount of business they are doing.

It is also noticed that orders for boxes are reaching the box manufacturers in larger quantities and with a little more urgency for the delivery of the boxes.

M. Steppacher, Reading's largest union factory, has a fairly good business for the month of January and prospects are now good that February may exceed the January business.

John U. Fehr & Son, leaf tobacco dealers, Seventh and Franklin streets, report the tobacco trade greatly improved during the last few weeks and look for a busy year. Manufacturers of cigars who were closed for the holidays have reopened their establishments and are proving liberal buyers of tobacco. John U. Fehr made a trip through Lancaster county but found growers of 1907 leaf were still sitting tight on their crops, hoping for still better prices.

The cigar factory of J. W. Sheridan & Co., located at Kerper's court and Pearl street, is quite busy and the firm report a decided improvement in the cigar business since the opening of the year. The firm is having good sales of its popular nickel brand, the Numercia, which, as well as the other brands, is manufactured here. "Things have brightened up a great deal during the last few weeks," they say.

Ellsworth Freyermuth filed a bond in $500 with Deputy Internal Revenue Collector Cranston for the manufacture of cigars at 312 Bingaman street.

Henry Heymann's Sons, of Sinking Spring, have completed plans for an active campaign on their Havana Counts brand, which will be strongly specialized as soon as general trade conditions become more favorable.

Chas. M. Yetter & Co., Inc., an extensive manufacturing establishment near Reading, which makes only union made cigars, are among the more fortunate in securing a fairly ample volume of orders sufficient to keep their entire force steadily at work.

Wm. H. Yocum, of Yocum Bros., this city's largest cigar manufacturers, has just returned from a tour of inspection through the leaf markets of Wisconsin, where he made some purchases. He was accompanied by his son, Howard W. Yocum.

The new bank recently organized at Mohnsville has among its stockholders quite a large number of members of the tobacco trade. This institution should prove quite a convenience to the goodly number of cigar manufacturers located in that vicinity.

More Night Rider Outrages.

Frankfort, Ky., Feb. 16.

County Judge Crumbaugh and nine tobacco buyers residing at Eddyville were taken from their homes early this morning by 200 masked night riders, stripped, and bound to hitching posts in front of the Western Kentucky penitentiary, and lashed until the blood ran from the wounds.

The night riders then untied them and left them to dress themselves in a blinding snowstorm.

This outrage is the boldest and most determined move that has been made by the "combine" in the dark tobacco district. It was committed because of a recent speech made by the county judge in regard to the Dycusburg raid, in which he demanded an investigation. The night riders are supposed to be the same men who raided Hopkinsville.

Hopkinsville, Ky., Feb. 17.

Night riders early today visited the farm of V. McKinney, in the Northern part of Christian county, broke open his tobacco barn and rolled out two wagons heavily loaded with tobacco. Under one of the wagons they started a fire which destroyed the wagon and contents. They placed in the other wagon dynamite which, however, failed to explode.

STEPHEN F. KETRAN

Interior Wood.. Work..

Makes a Specialty of Fitting Up Cigar Stores

Bank, Church, Office, Store Fixtures and Special Cabinet Work

1615 to 1623 McKean St., Philadelphia

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White Rolls Cigarettes

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LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.

Long Distance Telephone, Market 3025.

SAMUEL HARTMAN & CO.

DEALERS AND PACKERS OF

Domestic Leaf Tobacco of All Kinds

CONNECTICUT A SPECIALTY

Office and Salesroom:
313 and 315 West Grant Street

Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

S. Weinberg

Importer of SUMATRA and HAVANA
Dealer in all kinds of SEED LEAF

121 North Third Street
PHILADELPHIA

Tobacco

Norristown Tobacco Works

NORRISTOWN, PA.

Manufacturers of

Havana Shorts

Keyno
HAVANA SHORTS
2 oz. 5c.

Private Brands for Jobbers a Specialty Samples submitted on application

L. J. SMITH & CO.

Wholesale
Cigar Manufacturers
and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.
and PAN ANNA
5c. Cigars
TWO HAVANAS
Two for Five Cents
Correspondence with Responsible Houses solicited.
Private Brands made to order.

Established 1895 Telephone Connection

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Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of
Sumatra and Havana

Packers and Exporters of and Dealers in
Leaf Tobacco

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of C **HAVANA**, 123 North Third Street PHILADELPHIA

More Activity Reported in the Havana Market.

Heavy Purchases by a Couple of Manufacturers Swell the Sales reported. Prices Steady, and Buyers and Sellers Alike Seem Willing to Concede Something. Threat to Move Cigar Factories May Cause Strikers to Sit Up and Take Notice.

Special Correspondence of The Tobacco World.)

Havana, Cuba, February 10, 1908.

Business during the past week has been active, and while the number of buyers in town has been only limited, three of them have operated quite extensively and this has swelled the total. One Tampa manufacturer, who (last fall) cried down this last year's Vuelta Abajo crop evidently has become convinced that there are enough good vegas to be found, and he has purchased about 1,500 bales, and perhaps may reach the 2,000 bale mark before he has finished his buying trip. Another Western manufacturer has taken 900 bales, as much as he usually buys, and the Cinco brand manufacturers from Philadelphia have invested in about 2,000 bales of Second Capaduras.

Prices are steady, and it seems as if buyers as well as sellers, are willing enough to make material concessions. The former need the leaf for manufacturing purposes, and the latter are anxious to turn their goods into cash, to meet outstanding obligations and to prepare for the coming crop later on this season.

As the cost of raising the new tobacco to the farmers will be quite high, owing to the increased cost of labor, seedlings, and replanting, they will not be anxious to sell at the beginning at any low figures, and as our packers and dealers will fight shy this year of repeating last year's experiment in paying exorbitant prices to the "vegueros," very likely the buying season may open later in 1908 than in 1907. Besides, it yet remains to be seen when the rainy season will commence, and what quantity may finally be raised, as well as how the quality will be after the tobacco has passed the sweat in the "pilons," or piles. It is very doubtful that any packer or dealer will purchase this year's growth until it has undergone the first sweating process, as the buying of green tobacco in the drying sheds has proved to be a very risky undertaking. Summing up these reasons the holders of the 1907 crop will have plenty of chances yet to sell their stocks to Northern buyers before the new leaf will come to market.

Sales

during the past eight days sum up to about 5,400 bales in all, divided into 2,500 of Vuelta Abajo, 400 Partido, 2,150 of Remedios, and 350 bales of Mayari. American buyers are reported to have taken 4,550 bales, exporters for Europe 500, and local manufacturers 350 bales.

Buyers Come and Go.

Arrivals—John Fielding, of Rothschild & Bro., Henry Oppenheimer, of Henry Oppenheimer & Co., and Benito Rovira, of B. Rovira & Co., New York; Robert Middlemas, of Walters & Co., cigar importers, London., Eng.; A. F. Rico, of A. F. Rico & Co., and George A. Burbank of Estabrook & Eaton, Boston.

Departures—Otto and Gus. Eisenlohr and Ventura Blanco for Philadelphia.

Havana Cigar Manufacturers

are gradually getting the best of the striking cigarmakers, as it is stated that by the opening up of branch factories in the country towns many of the best workmen are willing enough to help the manufacturers, and have declared their intention to go to the country, where they are sure to find work, rather than to stay in the city, where they are half starving. When the Central Committee wakes up to find the men leaving Havana it may declare the strike off, as it is in reality broken already. Last week there appeared an advertisement in one of our daily papers offering the famous Romeo y Julieta factory building for rent. Whether the

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

SYLVESTER & STERN

SUCCESSORS TO
LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA
Monte 56

NEW YORK
165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

CHARLES BLASCO

Commission Merchant
Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS

ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

SOL HABANA

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO — HABANA, CUBA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTAÑEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — ***Habana***

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" — Correspondence Solicited in English

---

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM — ***Habana***

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" — **HABANA, CUBA**

Rz. BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista — **Neptuno 170--174** — Special Partner—Gumersindo Garcia Cuervo

owners really have an idea of removing their operations entirely to the country, Artemisa and Pinar del Rio, remains to be seen.

Orders for cigars from the United States and Europe are not coming fast now, as it seems that there are sufficient stocks yet in the hands of the importers and retailers in the North.

Buying, Selling and Other Notes of Interest.

Perez & Obeso were sellers to the extent of 1,000 bales of Vuelta Abajo from their choice holdings of lowland vegas.

Sam. I. Davis is reported to have purchased 1,500 bales of Vuelta Abajo.

Sobrinos de Antero Gonzales sold 700 bales of Vueltas and Remedios.

Otto and Gus. Eisenlohr are stated to have purchased close on to to 2,000 bales of Remedios (second capaduras) paying quite liberal prices, but getting the best vegas which have been raised this year.

B. Diaz & Co. disposed of 500 bales of their fine assortment of Vuelta Abajo holdings.

Stephen Hart, after a thorough study of every vega which is to be found in our market, has invested in 900 bales of Vuelta Abajo for his firm of Hart & Murphy, of St. Paul, Minn.

Muniz Hnos. & Co. closed out some 500 bales of Remedios and Mayari tobacco.

H. Upmann & Co. were buyers of 300 bales of Remedios for export.

Sylvester & Stern made sales to the extent of 400 bales of Partido.

Sol. Hamburger, who has been here for about a month, has been gradually picking up vegas here and there, whenever the price and quality suited him, and from a very good authority I learn that his total purchases this trip may figure up to over 1,000 bales of all grades of leaf, although he has not yet made up his mind when he will depart. His brother in the meantime, in New York, is disposing of the goods as fast as Sol informs him of his purchases.

Gonzalez & Miguel sold 109 bales of choice vegas of Remedios and Partidos during the last week, at good figures.

RECEIPTS FROM THE COUNTRY.

	Week ending Feb. 8 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,664	5,743
Semi Vuelta	207	641
Partido	23	153
Matanzas	7	253
Remedios & S.Clara	1,037	8,396
Mayari & Yara	89	903
Total	3,027	16,089

The coming Carnival season promises to be exceptionally fine here this year, as the city Common Council and private people are endeavoring to beautify the city in every respect and provide plenty of entertainments of all kinds, and it is to be hoped that the number of tourists may be correspondingly large, to reward the heavy outlay of money.

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market
Correspondence solicited in English

Monte 156, — HABANA, CUBA

P. O. Box 595 — Cable: "Calda"

JOS. MENDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

Removal Notice.

WM. STEINER, SONS & CO.

Lithographers and Importers

Respectfully desire to announce to their friends and patrons that they have **Removed** to their new factory—**Steiner Building,**

257--265 W. Seventeenth St., New York

Between Seventh and Eighth Avenues.

ERNEST ELLINGER & CO. Nos. 87-89 Pine Street, New York
Importers of HAVANA TOBACCO

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of *Leaf Tobacco*
Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World

New York, February 18.

New York Leaf Market.

The leaf market during the past week was less active than in the week previous and only a few houses have reported transactions of any note. Sales made consisted largely of Wisconsin and Zimmer Spanish tobacco, which brought prices that were satisfactory to the holders.

The trade generally seems to accept the idea that no unusual activity can be expected for several weeks yet, or not until the cigar industry shows a sign of healthier activity. The decrease in the output of cigars has certainly not had any encouraging effect, and only as much buying is expected as will suffice to meet the needs for immediate use.

The market during the week was practically bare of any large buyers, although it recently had visitors who were offering goods, but finding it an unfavorable time to make any sales of consequence in New York, they returned to their homes to visit us again at a more opportune time, when trade conditions are more generally favorable.

The Sumatra market has, however, shown a greater degree of activity than seed leaf, and a fairly satisfactory volume of business was done, notwithstanding the fact that the time for the beginning of the 1908 inscriptions is close at hand, which is usually a season when manufacturers want to hold off until they ascer.ain something about the new goods.

The Havana market has also shown somewhat of an improvement. Inquiries have become more numerous, and available stocks are also becoming a little more abundant.

• • •

Cigar Manufacturers

are experiencing a gradual improvement, and in a few instances forces have been slightly increased, although they are not yet up to the usual complement of hands.

In most cases the out of town factories of our larger concerns are being operated, even if with only moderate forces, in order to have their respective establishments in good working condition when the busier season begins, which is almost certain time, and in when every facility will again be needed.

• • •

Steady Gains for Porto Rico Goods.

At the offices of the American West Indies Cigar Co. it was learned that orders are arriving in greater volume from their various distributors for the finer grades of goods, of which some new and special shapes were recently introduced. Leo Weiss is now covering the Middle West, and E. B. Mayer is booking good business in the Southern States. Henry Weiss was last week covering the principal points in Pennsylvania, where he was most cordially received and secured some very satisfactory orders.

• • •

Will Make Only Clear Havanas.

The Erlich Manufacturing Co. has decided to withdraw from the seed and Havana cigar manufacturing business and devote all their time and energy to the further exploitation of their clear Havana lines.

The house has for several years past been operating three distinct plants, two of which are in New York city and another in Tampa, but owing to their retirement from the seed and Havana field they will relinquish one New York city factory, which is located in East 68th street, and is now for rent.

They will, however, continue to operate their main New York city factory, located at 241-243 West Broadway, as well as the Tampa factory.

• • •

Resigned—Not "Expelled."

D. Jacobs, United States Representative of the Por Larranaga Factory, of Havana, Cuba, authorizies a contradiction of an announcement recently made in a trade paper which was to the effect that his factory had been expelled from the "Union of Manufacturers" in Havana. Mr. Jacobs annouces that as a matter of fact his house had formally tendered its resignation to that association as early as January 11, 1908, and had withdrawn from the Union.

• • •

Regensburgs Maintain Old Prices.

E. Regensburg & Sons, makers of clear Havana cigars, have issued a letter to the trade announcing that they will maintain old prices, notwithstanding the increased cost of raw material. The letter is as follows:

New York, Feb. 8, 1908.

Gentlemen:

We have made a most thorough investigation and careful study of the Havana leaf tobacco market, and found, as a result of abnormal conditions, the price of raw material had increased fifty per cent. and more.

As is a custom with all manufacturers of repute who make Havana cigars, we fortified ourselves as usual with ample material requisite for our wants, notwithstanding the high cost of same, and believe our many friends in the trade appreciate how essentially necessary it was to do so.

We have zealously labored many years with jealous pride to build up a business on a foundation of pre-eminent quality. The meritorious results silently testify the success of our undertaking.

Oftimes we have experienced similar conditions, when a raise in price would have been justifiable, but recognizing that changes of this character in our particular line, instead of benefiting and stimulating trade, tend only to retard advancement, and rather than disturb our business, we sacrificed our profits.

After a researchful review of the present general business conditions, and most careful and mature consideration, we have again concluded to sacrifice our pecuniary reward for the benefit of the business, and now advise you that current prices are guaranteed for this year.

We feel assured our action will merit appreciation, and respectfully soliciting your increased orders, we remain

Very truly yours,
E. Regensburg & Sons.

• • •

News Notes.

—Herman Wasserman, President of the International Tobacco Co. recently celebrated the fiftieth anniversary of his wedding, which was attended by the whole Wasserman family. The celebration consisted of a dinner at an uptown hotel, and was followed by a theatre party

—The United Cigar Mfrs. Co. has declared a quarterly dividend of 1¾ per cent. on the preferred stock of the company, payable March 1, 1908.

—Heyman L. Bendheim, manufacturer and retailer of cigars, 523 Sixth avenue, has filed a petition in bankruptcy, with liabilities $2.878 and assets $1,692, consisting of stock, $1,331; fixtures, $352, and cash, $9. He has been in business twenty years. Judge Hough appointed John Gruenberg receiver; bond $1,000.

The Newest Thing in Cigarettes

—not merely new in name, but also new in essential features—just the kind of a cigarette that will please your customers. A cigarettee filled with genuine Havana tobacco but made in America in the American way. That is why they cost less than half as much as imported brands. If you want to see your cigarette sales increase just offer your trade

El Principe de Gales
Cork Tip
Havana Cigarettes

They have been on the market only a short time yet they have made a tremendous hit. El Principe de Gales Cigarettes are made of genuine Havana tobacco, the finest and costliest tobacco in the world, and the most delightful of all tobaccos to the great majority of smokers. El Principe de Gales Cigarettes are oval in shape, cork tipped, rolled in both rice and Cuban pectoral paper. The wholesale trade price is

$7.50 per thousand

Send in a trial order to your nearest jobber—it will mean increased sales and more profit for you. **Retail price, 10c per box of 10. Packed 100 in a carton.**

HAVANA-AMERICAN COMPANY, New York

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

RESTRAINING TRADE BY COMBINATION.

So much has already been said of combinations and their effect upon trade that one may well weary of the tale. Yet there has arisen a new form of combination the object of which is clearly defined as being in favor of forcing the price of a necessary commodity to the highest figure possible by an agreement not to produce any more for a certain time.

It is foolishly absurd to believe that farmers have neglected to inform themselves of Federal statutes which were devised to provide against the very scheme which the farmers of Kentucky now propose to carry out, by deciding as an organization not to raise any tobacco next year.

They have avowed a bitter opposition to making sales of their product to a trust, and yet they resolve themselves into a trust—yes worse, a combination—that is truly in restraint of trade, if words have any meaning.

If they proceed under the assumption that the Sherman law will not affect them as farmers, they may find themselves mightily mistaken.

A LAWYER'S CRITICISM.

Concerning an article which apeared in our issue of February 5, we are in receipt of a communication or criticism from a New York lawyer, saying that our comment of some quotations used in our article entitled "A Growing Tendency" tended to give the quotation the force of truth, but that the statements (quoted from an exchange) were absolutely without foundation.

It is and always has been the policy of this paper to extend a fair deal to everyone and we print the letter practically verbatim, as follows:

New York, Feb. 19, 1908.
Tobacco World,
224 Arch street, Phila., Pa.

Gentlemen:—My clients, the Hampton Advertising Company and Mr. Hampton, of that concern, have just forwarded to me a clipping from your issue of February 5th, 1908, in which you publish an article entitled "A Growing Tendency." According to this article you endeavor to show that some corporations are acquiring newspapers and magazines for the purpose of influencing and moulding public opinion which opinion would be favorable to said corporations.

You also give a quotation from "The National Advertiser of New York." And then you proceed to make some comment upon this quotation.

I am directed by my clients to say that the above statement is absolutely without foundation. That same is a very grave and misleading assertion and is sure to create an incorrect and dangerous impression in the minds of all who read the statement, especially as it comes from a journal of such importance and standing as your own. Your comments upon the above mentioned statements tend to give the quotation the force of truth in your opinion, and is, therefore, a very serious matter as far as my clients are concerned, and something that we cannot overlook and disregard.

My clients therefore feel that you should promptly publish a retraction of your statements, ideas and insinuations expressed in the above mentioned article, and that you should give said retraction as conspicious a position and as general a circulation as the article above referred to had.

Very truly yours,
Signed Thomas H. McKee.

—As the constant dropping of water wears the stone, so the insistant advertising makes a lasting impression on the the consumer. When the consumer feels his need, it goes by acquired habit to the establishment that is advertised.

THE TOBACCO WORLD
ESTABLISHED 1881 INCORPORATED 1902
Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia
Cable Address, "Baccoworld." Havana Office, Prado 36, Altos.
ADVERTISING RATES ON APPLICATION.
By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy.
Foreign Subscription, for all Countries of the Postal Union and Canada, $2 00 the Year.
Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, FEBRUARY 19, 1908.

THE LOCAL TOBACCO NEWS

The conditions in the leaf market of this city remain practically unchanged. Some business has been done, but in small lots, consisting as it did of numerous sales, but a moderate aggregate volume. Nor has there been any marked activity in any particular type of domestic leaf tobacco. There were but few out of town buyers in the market but a goodly number of sellers were here. Their offerings, however, did not attract much attention, because of the prices asked by them. Both manufacturers and dealers are simply waiting, and whether they will be eventually able to buy at much less money than goods are now offered for remains to be seen. Against the argument that the output of cigars has been so greatly curtailed that the consumption of leaf has necessarily fallen off to such an extent as to affect prices, comes also a reasonable and sane argument that conditions are bound to ultimately change. The demand for cigars is certain to increase in time, and then the manufacturers will be forced to replenish, even if at a higher price than is now prevailing. Both sides are seeking some form of consolation.

During the month of January the output of cigars in the First Pennsylvania District amounted to 43,500,000, but this number is 12,000,000 below the output during January, 1907. At first sight the figures would seem rather discouraging, but it must be taken into consideration that this district has suffered less than some others have, and that is an evidence that the First District is not really losing any of its old time prestige.

At the present time the manufacturers are running along smoothly enough, and all working moderate sized forces. There is reason to hope that taking into consideration the fact that this month has but 22 working days, and five of those Saturday half holidays, the month will in reality show some gain over January.

Every manufacturer of importance is losing no opportunity to increase his sales by any legitimate means and in some instances an increased force of salesmen is employed.

A hearing on the applications filed by a son and grandson to administer to the estate of John Allen, a well known tobacconist in the Northeastern section of the city, who died recently at his late residence, 2956 Richmond street, leaving effects valued at $14,000, took place Monday before Register of Wills Charles Irwin. The son, William H. Allen, resides at 3009 Richmond street, and the grandson, Clarence Allen, lives at 2956 Richmond street.

The attorney who appeared in behalf of the son claimed that his client was entitled under the law to letters in the estate, but counsel for the other petitioner entered his protest. He said that William H. Allen and the decedent were co-partners in the tobacco business, and, being a surviving partner, he was regarded as being antagonistic to the estate. It was contended, on the other hand, that William H. Allen was not a surviving partner, as the business had been conducted solely by the decedent.

William J. Price, cashier of the Kensington National Bank, testified that John Allen & Sons had an account at that bank, and that the signature of the firm had been made by William H. Allen. The hearing was continued for one week.

A. Coin, a retail cigar dealer of this city, having a store at 1014 Girard avenue and another in Eighth street near Vine, has been accused by an agent of Anthony Comstock, the great anti-vice crusader of New York, of having displayed obscene pictures in his stores, and was brought up in Court of Common Pleas No. 2 last week, before Judge Audenried. He was represented by an attorney who declared to the court that Oscar H. Pierson, who was his (Coin's) accuser, had tried to extort money from Mr. Coin. After advising Coin to place the pictures in question in his show windows, Pierson, according to the attorney, gave the information upon which the arrest was based. After the arrest, it was said, Pierson wrote three letters to Coin stating that if he was paid he would leave town and not appear as a witness against Coin. Comstock, however, stated to the Court that Pierson was not his agent, but was merely paid for such information as was furnished by him, and Judge Audenried decided to continue the case.

A. Fowler, local manager and representative of the United States Tobacco Co., makers of the popular Central Union plug cut and other brands of tobacco, has been busy lately in stirring up renewed vigor in his firm's product in this city. Some good window work and other effective advertising has been done, and already there are unmistakable signs of increasing sales.

There is much evidence of the energetic manner in which Arthur Hagen & Co. have taken up the sale of the White Rolls cigarettes here, by the numerous window displays on exposition this week, the number of which s shown by the following list:

Ziblouski, Sixth and Green and 2018 Columbia avenue.
Steinhouser, Twenty-first and Berks.
Abramson, Seventh and Reed.
Bayuk, Sixth and Walnut.
Devery, 2341 Pennsylvania ave.
Bartman, Thirteenth and Callowhill.
Fisher, 324 Vine.
Talbot, 413 Vine.
Brown, Fifteenth and Cumberland.
Kivatinus, Sixth and Arch
Sobel, Fain & Sobel, Tenth and Arch.
Rahme, Broad and Filbert.
Chandler & Co., Second and Arch.
Fitzgerald, Forty-third and Lancaster avenue.
Brukche, 4616 Lancaster avenue.
George, Broad and Jackson.
C. Shull & Co., 1619 Federal.
George Gerhard, 4725 Lancaster ave.

Since such well directed efforts are an indisputable benefit to the retailers in general, there should follow even greater reciprocity and encouragement than before.

Harry Dolinsky, of H. Dolinsky & Son, has been in Connecticut for the past two weeks, superintending the packing of a fine lot of Connecticut leaf which the firm recently purchased in the valley.

J. Kosminsky, representing the Kraus-McFarlin Co., of Chicago, and of Quincy, Fla., was a visitor in Philadelphia early in the week. Mr. K. arrived here from New York State, where, he reports, he found a number of manufacturers who were really busy. In Philadelphia he also found a satisfactory market for some of his finest Florida tobaccos, and consequently is well pleased with his trip. He is not yet fully decided which direction he will go after finishing up here. One thing is sure—he is constantly on the job.

M. Falk, the veteran tobacco salesman, and head of the Falk Tobacco Co., New York and Richmond, Va., was an early arrival in Philadelphia this week, and was greeted with an old time welcome by his many friends in the trade here.

Blue and Scarlet is a new piece of plug cut tobacco being put upon the market through Arthur Hagen & Co. It is a 1⅞ oz. package in foil, bearing the Blue Label, and is manufactured by the Booker Tobacco Co., Lynchburg, Va.

W. W. Stewart, of W. W. Stewart & Sons, Reading, was in the leaf market here last week.

G. M. Booker, President of the Booker Tobacco Co., Lynchburg, Va., was a recent visitor in this city.

J. F. Reichard, a leaf tobacco packer of York, Pa., stopped over at Philadelphia on Saturday last, enroute to his home from Connecticut, where he had made some purchases of desirable tobaccos for his trade. Mr. Reichard is a very energetic leaf man, and has an extensive trade in his section.

C. W. Saunders with the Cortez Cigar Co., of Key West, is in the Quaker City this week, effectively expounding the merits of the Cortez cigars.

Under date of February 7, Arthur Hagen & Co. issued a circular letter to the trade advising that Arc Light matches will be advanced 10 cents per gross on March 1. Orders for moderate quantites, however, will be accepted at the present price, if received before March 1.

For Genuine Sawed Cedar Cigar Boxes, go to Established 1880
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

Take no other but the Genuine
Established 1869
Incorporated 1893
Juan F. Portuondo CIGARS

Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark and Signature of Juan F. Portuondo
Registered in U. S. Patent Office
There are more IMITATIONS of this old established and JUSTLY FAMOUS brand of cigars than any other cigar in the world.
MANUFACTURED ONLY BY
The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia.

DUYS' SUMATRA OFFERINGS,

On the back outside cover page of this week's issue appears an announcement of the Sumatra importing firm of H. Duys & Co., who are offering a large and complete line of Sumatra tobacco at attractive prices. Although New York leaf houses are reporting a rather quiet trade, the volume of business done by this firm during the present year would truly indicate that there must be some special attraction about their offerings.

The idea of the design used in this advertisement is to portray the fact that it is only a short chain of commercial routine for a manufacturer to be practically supplying himself with Sumatra tobacco direct from the island on which it is grown, i. e., From the plantation to the well known Amsterdamshe Tabakshandel Maatschappij; thence direct to H. Duys & Co., New York. Concerning the activities of this house, we might mention that John H. Duys, of this firm, will sail within a short time for Europe, to attend in person some of the early inscriptions of Sumatra at Amsterdam.

—C. A. Koonz, of the Sioux City, Ia., jobbing house of C. A. Koonz & Co., has been spending a few days in New York city recently.

SPECIAL NOTICES.

(12½ cents per line, 8-point measure)

Pennsylvania Tobacco Seed
Scientifically grown and separated; 1,800 to 2,000 lbs. per acre; packets, 25 and 50c. Open grown, unseparated, $5 per lb
John S. Weaver, Tobacco Breeder, **Kinzers, Pa.**
2-5t

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LaSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

We Want to Send FREE
To every Cigar and Tobacco Man
Our NATIONAL CATALOGUE of Tools, Supplies and Novelties
a reference book that makes buying easy and profitable.
Make your request on your letter-head today.
NATIONAL SELLING COMPANY
Allentown, Pa. 11-13ch

L. BERNFELD
Cigar Broker
West Haven, Conn.
2 5tf

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA
and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
ESTABLISHED 1840 NEW YORK CABLE: "NARGIL"

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

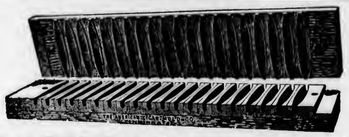
SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers
Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & Co.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart
Dallas Cigar Co
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna



SAVE AGENT'S COMMISSION
Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.
Send for our Catalogue of 1,500 Shapes
The American Cigar Mold Co., Cincinnati, O.

American Protectorate
A Choice 5c. Cigar
Handsomely Packed and put up in Several Popular Shapes and Sizes
Manufactured by
Himmelberger & Noll, ROBESONIA, PA.

TRADE IS SLACK AT THE HUB.

Boston Now Notes Some Tremors of the Late Financial Shake.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., Feb. 17.

Trade still remains quiet here. It would seem as if the recent monetary panic in New York is just being felt in this market, but most of our large business concerns expect a change for the better by the first of March.

Plenty of cigarette salesmen are here all plugging for business, and it would seem that every week a new brand is being placed on the market. The clear Havana cigar business has quieted down considerable since New Year, possibly on account of the rise in prices.

E. Kleiner, of E. Kleiner & Co., N. Y., makers of the Lord Macauley cigar, spent several days in town this week, and took his usual quota of orders.

Ralph M. Gans, of Gans Bros., N. Y., was another one of our visitors. He went the rounds with S. A. Frank, their Boston representative, and took away a bunch of nice sized orders for the William the Fourth and also for the Gaubro brand.

Louis Shapiro (Nestor Gianaclis Co.) returned last night from a successful trip through Connecticut, where the Nestor cigarettes are fast becoming famous.

An announcement was made this week of the failure of George L. Johnson, 75 Hanover street, who has been in the cigar and tobacco business many years at the same address. In fact, Johnson's cigar store is the oldest tobacco store on the whole of Hanover street, and was formerly operated by Mr. Johnson's father. It is said a settlement will be made with the creditors, and Mr. Johnson will be able to continue the business.

McGreenery & Manning are placing with the trade the new Principe De Gales cigarette, which is being advertised extensively in the newspapers.

Barnet I. Siegel has just purchased the retail cigar business of the Amison Cigar Co., 260 Massachusetts avenue.

Reuben Ellis, representing the Melachrino cigarettes, is in town. Missionary work is now being done on that brand, which is selling well here with the better trade. Ben Ali.

Charles Moulter's Critical Condition.

Buffalo, N. Y., Feb. 15.

Chas. Moulter, one of the oldest leaf tobacco dealers in this section, is lying ill at his home here and in a critical condition, as the result of an accident sustained a few weeks ago, when through a fall he ruptured a blood vessel in one of his limbs. Later gangrene set in and physicians say that amputation of the leg is the only hope of saving his life. His advanced age and greatly enfeebled condition are much against his ability to withstand the shock of so serious an operation, and there are grave fears for his recovery.

Oscar Jensen, of Andrew Jensen & Sons, of Janesville, Wis., with whom Mr. Moulter has extensive business dealings, came East last week on receipt of a letter advising them of Mr. Moulter's condition.

—J. V. Bogart has sold out his cigar business at Spokane, Wash. Bevan & Clark have opened a new cigar store in that city.

E. ROSENWALD & BRO.

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade
Seed and Havana
Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge
Cigar Box Factory
CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

E. RENNINGER
Established 1889
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

LITHOGRAPHERS AND PRINTERS
312-316 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
NEW YORK
CIGAR LABELS AND BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.
CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
Chaskel Chemical Works
265 West Broadway, New York

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc.
MANUFACTURERS
814-832 N. LAWRENCE ST., PHILADELPHIA
SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
CIGAR RIBBONS

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an
Exclusive line of

NICKEL GOODS

Which can be recommended for
Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

EDWARD E. SIMONSON
Packer of and Dealer in
Leaf Tobacco
Tobacco Bought and Packed on Commission
Stoughton, Wis.

STILL BLUE IN LANCASTER.

Small Lot Sales and Few of Them. Price of 1907 Leaf Unchanged. The Growers' Meeting.

Lancaster, Pa., Feb. 14.

General dullness has again characterized the leaf market during the past week. The business done was principally a jobbing trade, and consisted of small lot sales.

There has been some buying of the 1907 crops during the week but it was, if anything, less active than during the preceding week, and prices remained about the same, 8 cents being a fair general average.

M. J. and N. J. Lederman, who constitute the Domestic Leaf Tobacco Co., have secured the warehouse on Christian street which until recently was occupied by Chas. J. Lederman, who is a brother. This new firm has purchased some crops of the 1907 tobacco in the vicinity of Quarryville.

Morris Levy, for the United Cigar Mfrs. Co., has been operating considerably in Manor Township, in which section the farmers have the reputation of growing some of the finest crops in the county.

A very large attendance of tobacco growers was present Monday at the regular meeting of the Lancaster County Tobacco Growers in G. A. R. Hall. Officers for the ensuing year were elected and the old officers were chosen. The re-elected officers are: President, B. Ezra Herr; Vice President, M. L. Greider; Secretary and Treasurer, George Hibshman.

Of the large number of growers who were present at this meeting a large proportion joined the association and the Secretary was busy for some minutes taking down new names.

President Herr called the attention of the body to the cloud resting on the 1907 crop. The trouble is, he said, we we do not grow our tobacco good enough, or it is not being devoted to the purpose it should be. We should have a standard of our own, he thought, and give it the imprint of our county. What is grown here is of a great variety of grades. We must change our tactics to hold the position we now have as filler growers.

M. L. Greider then said that the United States Agricultural Department wants to introduce some filler seed in this vicinity. This association had been chosen as the means of distribution. Records will be taken of the growths and this will serve as a guide for future distribution. Heretofore the Government has put out seed, but there were never any reports received.

The time has come, the speaker continued, when the cigarmaker wants quality and not quantity. Improved quality also is desired by the packer, as he sustains less loss from deteriorations to which packings are subject.

Mr. Rineer, of East Petersburg, differed with Mr. Herr as to quality and not quantity being the principal item in connection with the crop. He was willing to take weight before quality any time. When buyers go around, he said, they generally are limited to their prices and cannot give a much higher figure to one farmer than to another, although his crop does possess quality.

Another grower responded by saying that the conditions in this county are such that no standard can be maintained. There are so many different kinds of soil and there will be a corresponding variety in the grades of tobacco.

Mr. Greider said that he, as a cigar manufacturer, wants quality no matter if the leaves are only fifteen or eighteen inches long. It is not true, he declared, that the farmers cannot get their price for a tobacco of quality.

A grower of 48 years experience said he had tried all kinds of tobacco, coarse and fine. He got some seed from Mr. Cassel and none came up. He tried some more and it came up melons. When tobacco growers go around, he said, they want long tobacco when the grower has short tobacco; when he has long tobacco they want short; when the grower has light tobacco they want dark tobacco, and light tobacco when he has dark tobacco. He advised the growers to raise for weight for they can never get the price for tobacco of quality. We raise tobacco for money and the more weight we have to sell the larger will be our receipts.

H. C. Reinhold said that the packers should co-operate with the growers. They know how to get the prices and we do not; they have an organization which the growers do not. He urged the forming of an organization at this time because the farmers had turned out in such large numbers and now would be the opportune time. Farmers too frequently show the white feather, he said, in their tobacco transactions.

Mr. Herr said the only place he knew the growers organized was in Kentucky. If the packers were 5,000 in number, as the growers, it would be impossible for them to organize, he explained.

The manufacturing industry is slowly improving, but it has not yet increased to such an extent as to urge them into a tobacco deal of any consequence, and leaf dealers are simply waiting for the

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a pleasure to look over our Samples

Samples cheerfully submitted upon request — P. O. Box 96

CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specialty

32 and 34 East Chestnut Street, Lancaster, Pa.

W. B. HOSTETTER & CO.

Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue,
York, Penna.

We Make SCRAP FILLER for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

Nos. 49 and 51 West James Street
Lancaster, Pa.

H. H. MILLER

Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock

327 and 329 North Queen Street
LANCASTER, PA.

MILTON H. RANCK

Packer of
Penna. Broad Leaf
Dealer in
All Grades of
Domestic Cigar Leaf Tobaccos

201 & 203 N. Duke Street
LANCASTER, PA.

J. K. LEAMAN

Packer of and Dealer in

LEAF TOBACCO

142 North Market St.

United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN

Packer and Dealer in

Leaf Tobacco

Packing House, Millersville, Pa.

Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA. — MAIN OFFICE: Lancaster, Pa.

The York Tobacco Co.

Packers and Jobbers in
All Grades of
LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco — York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. — Lancaster, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue.
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street.
L. S. SCHOENFELD, Mgr.

H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

The Moehle Lithographic Company
Clarendon Road & East 27th St. Brooklyn, N.Y.
Branch Office
171 East Randolph St. Chicago Ill.
Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

time to come when manufacturers will virtually be compelled to buy.

The borough of Terre Hill is agitated over the strange disappearance several weeks ago of Charles M. Clime, one of its leading business men. He left a wife and seven young c ildren.

Clime conducted an extensive cigar manufacturing business, in which he was thought to be highly successful. But last week, in the United States District Court, Philadelphia, his creditors, chief of whom is his father, filed a petition asking that he be declared an involuntary bankrupt. His financial obligations will reach probably $28,000. In the meantime his cigar business, on which many residents of the town relied for subsistence, has been at a standstill.

The business had been conducted under the firm name of Chas. M. Clime & Bro., the firm originally consisting of Chas. M. Clime and his brother Abner, but the last named subsequently withdrew from the firm. Two executions, amounting to $900, had been issued against the firm, and this fact prompted the father, A. M. Clime, also of Terre Hill, and who is one of the best known and most highly respected citizens of the county, to take the action he did, being himself a heavy creditor for money advanced.

IMPROVING SLOWLY AT YORK.

January Output of Cigars Larger than that of December, but Far Below January, 1907.

York, Pa., Feb. 17.

While there would seem to be some improvement generally, the trade conditions are still far from satisfactory.

The February report of the Deputy Collector of Internal Revenue, in charge of this division of the Ninth District, shows sales of cigar stamps amounting to $74,000. This sum represents an output of about 25,000,000 cigars. But this amount is nearly 11,000,000 below that of January, 1907, although larger than the month of December, 1907.

In the month of February eighteen new licenses were issued as follows: W. J. Smith, Taylor & Bupp, Saml. K. Caslow, and Jas. Hildebrand, at York; W. C. Fife, York Township; J. E. Keesey, Springfield Township; W. E. Haines, Paradise Township; Franklin Neff and J. Edward Reisinger, Craley; Kauffman Tobacco Co. and John H. Heindel, Dallastown; Baer-Sprenkle Co. and Curtis R. Sprenkle, Bair's Station; J. T. Sentz, Felton; Henry T. Hess, R. F. D. No. 3., Seven Valley; Edward A. Gillen, and Edward Leiphart, Red Lion, R. F. D. No. 2., and Ervin C. Snyder, Winterstown.

There was some more buying in this county, but prices did not exceed the 10 cents per pound figure, even for the finest crops, and 2 and 3 cents has been the prevailing price for filler grades. Growers are almost certain to experience one great difficulty this year, and that is, it having been a short crop, anyway, it will make sorting at the hands of farmers more difficult. They are likely to attempt to class as much of their crops as wrappers as they possibly can, but packers will expect wrapper grades to be wrappers, and right there is where some trouble may be expected.

Traveling men have been pretty numerous in this section lately, but nearly all reported a varying degree of success. Those recently here were: M. C. Miller, of Hartford, Conn.; C. J. Lederman, Lancaster; Chas. W. Salomon, New York; B. Livingston, New York; John F. Schnupp, with L. G. Haeussermann & Sons, Philadelphia; Raymond A. Heiland, of John F. Heiland & Co., Lancaster, who was accompanied by Chas. Goldsmith, with Emanuel Hoffman & Son, New York.

H. J. Blasser, with J. H. Stiles, of this city, recently returned from a Western trip which was very satisfactory.

John Fidler, with J. W. Minnich & Son, Dallastown, has returned from a trip among the principal distributors of their products, and reports a fairly good business.

The Dallastown factories at present seem rather more active than those in some other sections of the county. W. H. Raab & Sons' shipments for January were quite as good as those of last year. The Dallas Cigar Co. are reported to have as many orders as at the same time last year.

A. F. Fix & Co. also made some very good shipments during the first month of the new year.

Orders were issued at the office of the Ninth Internal Revenue District, in this city, that hereafter certified or guaranteed checks will be received in payment for cigar, tobacco and other stamps. The United States depository in this city, the First National bank, has not received anything but currency since October 30.

The cigar business in the vicinity of Windsor is said to be at present very slow, and a number of manufacturers have limited their hands to a certain number per day, while some others have made a reduction in the rate of pay.

—When writing to advertisers, tell them you say their ad. in The Tobacco World. Such a statement will cost but a little effort, will please the advertiser and may even benefit the World.

GENUINE CONNECTICUT BROAD LEAF TOBACCO SEED
Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal orders to
WM. L. HUNTTING, E. Hartford, Ct.

WILLIAM L. HUNTTING
Packer, Dealer & Grower of
Leaf Tobacco
Have on hand choice Broad Leaf wrappers and binders, cheap for cash. Choice tobacco seed a specialty.
Office, 812 Main St., E. Hartford, Ct.

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.
(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section
Fine Handling Superb Quality

Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

HERMAN DELLE
York, Penna.

Maker of
Delman 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

GEO. W. PARR
Manufacturer of
Fine Cigars
Littlestown, Pa.

MAKER OF
Fernside and Lord Wharton
Five Cent Goods
Sold to the Jobbing Trade only.
Correspondence invited

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: The Bear, The Cub, Essie, and Matthew Carey

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

W. R. DAUGHERTY & BRO.
Dallastown, Pa.

Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samp'es to Responsible Houses

FRIES & BRO.
92 Reade St., NEW YORK
The Oldest and Largest House in the Trade. Manufacturers and Introducers of . . .
WORLD-RENOWNED
SPANISH BETUNS
Only Non-Evaporating
Cigar and Tobacco Flavors
SWEETENERS, ETC.
Sample Free The Most Popular Flavor since 1858 Please Write for Them
Guaranteed to be the Strongest, Cheapest, and Best

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

Leaf Tobacco Markets

CONNECTICUT VALLEY.

So far as concerns the headline of this article, I will say, to begin with, that although yesterday I visited two local buyers I could learn of but one sale of old to.acco, and could not ascertain the names of the contracting parties. We are all living in the hope of seeing the stagnant condition broken at a near future date, but the new tobacco of this section moving, until the standstill in the selling of the old goods has been broken, I do not expect to see.

As one of the local buyers expressed himself there are very few of those men who buy here in the East. Only once in a while can one be found who can stagger under the load of two high priced crops of tobacco at one time. If they could sell some of their holdings and could renew their notes to their creditors they could place that much of their money in the new crop. Were they to place such money in new tobacco they would haggle for a low price for such goods, knowing very well that the manufacturers are all of them waiting for the coming of the new crop, and feeling that this new crop is to be bought for less money than was paid for the 1906 crop. It is partly for this reasson that they have been buying from hand to mouth for so long a time, although they did so in part for financial reasons. One buyer of packed goods from Illinois, who was in this neighborhood a few days ago, was asked what he could pay for a certain class of sweat tobacco, answered he could not tell, for he didn't know for what he could sell the goods, or when he could sell them at all, for the market was very dull and he could not afford to buy wrappers or seconds until there was some market for such goods. But for fillers and scrubs (or broken tobacco) there was some call at moderate prices, probably not above 10 cents. He wanted to buy for 6 cents or less, but was unable to buy for anything less than 10 cents. This is probably a starting price, as it is early yet for many such goods to be placed on the market, but this local buyer thought that in a month or two such fillers and scrubs would advance at least 1c. per pound.—Amer. Cultivator.

BALDWINSVILLE, N. Y.

The market still remains quiet. John Dudley and James Mehan are reported as having purchased about 100 cases which they are handling at their warehouses at Meridan and Cato. F. M. Dunham has opened his warehouse here and has a force of about 15 engaged in assorting for growers. J. W. Upson's warehouse is open with a force at work assorting.—Gazette.

EDGERTON, WIS.

That the buying movement is gaining some headway is quite evident. While

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
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STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84—86 (Opposite Frascati).
AMSTERDAM, HOLLAND.

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Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
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QUAKER CITY
STENCIL and STAMP WORKS
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E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made
JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies
OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.
Factory: LANCASTER, PA.

it has not yet reached anything like a general movement of the crop, sales are becoming more frequent and more people are being interested in the deal, even though the large operators are not particularly active. Enough of the crop is purchased to open quite a good many warehouses at the packing points, giving employment to considerable labor. Sales coming to notice since last report are:

T. E. Quale, 4a at 8 and 2c.
Matt Thompson, 5a at 8 and 2c.
Chas. Steverson, 2a at 7½ and 2c.
H. Quamme & Son, 6a at 8 and 2c.
Seigbert Anderson, 5a at 8 and 2c.
Ed Johnson, 12a at 8 and 2c.
P. B. Grinde, 8a at 8 and 2c.
Hans Johnson, 7a at 8 and 2c.
D. D. Emmerson, 3a at 6 and 2c.
M. Bradley, 8a at 6 and 2c; 3a at 5 and 2c.
N. A. Skasberg, 5a at 7 and 2c.
James Allen, 4a at 7 and 2c.
John Jacobson, 4a at 6 and 2c.
Heble & Head, 3a at 5 and 1c.
Hebel & Green, 2a at 6 and 1c.
M. Carlson, 5a at 5 and 2c.
W. Tanner, 2a at 5 and 2c.
Wm. Gifford, 2a at 6 and 2c.
Otto Rucks, 9a at 6 and 2c.
Herman Rucks, 8a at 6½ and 2c.

The most encouraging feature of the market for cured stock that occurred recently is the sale of 550 cases of 1906 by C. F. Mabbett to a Reading, Pa., manufacturer at very satisfactory prices. It is the most important transaction since the financial troubles, and gives hope that business is getting back to natural conditions. Halverson & Bitters, of Stoughton, also sold a couple car loads of 1906 at equally fair prices.

Casing weather has come again during the week, bringing the balance of the crop into condition to remove from the sheds for stripping, which will permit growers to get their tobacco handling done before the advent of spring.

Shipments 500 cases.—Reporter.

Nashville's New Enterprise.

Nashville, Tenn., Feb. 14.

McMinn, Gear & Co. is the style of a new firm which opened for business today in the stand formerly occupied by Robert Vernon, corner of Fourth avenue and Union street. The stock of Mr. Vernon's two cigar stores and the lease on the building on the southwest corner of Union street and Fourth avenue was purchased by Messrs. Davis and Gear of the firm of Gear & Davis for $1,324 and the new firm opened for business last week.

Clarksville Has New Firm.

Clarksville, Tenn., Feb. 14.

A tobacco firm under the style of Rudolph, Hach & Co., has been formed in this city as dealers and brokers in leaf tobacco. The company is composed of R. S. Rudolph, Adolph Hach and Richard Dunzelman, and will become active dealers and constitutes a strong firm, being composed of gentlemen who are liberal buyers.

Indianapolis Dealer Bankrupt.

Indianapolis, Ind., Feb. 14.

Chas. W. Kriel, who operates three retail cigar stores here, has filed a petition in voluntary bankruptcy, showing liabilities of $16,068.48 and assets of $7,478 66. It is, however, thought possible that he may be able to effect a settlement and continue in business.

Newark Company Incorporated.

Trenton, N. J., Feb. 14.

The Nadel Cigar Mfg. Co., with capital of $50,000 has been incorporated, to manufacture cigars at Newark. The incorporators were Fanny Nadel, Saml. Nadel and Wm. N. Nadel.

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor
Manufacturer of
FINE CIGARS
Holtz, Penna.

10c.—UNCLE JOSS—5c.
Pretty Bessie, York Nick, Best Known } 5c.
Two Cracker Jacks (2 for 5 cents)
Oak Mountain Bouquet—Boston Beauties
Puro—Porto Rico Crooks
Correspondence with the Wholesale and Jobbing Trade Only invited.
Capacity, 25,000 per day. Telegraph—York, Pa.

Our Great Offer: A Self Filling $2.00 Fountain Pen and "The Tobacco World" for one year, ¶ Both for $1.50; the Regular Price is $3.00.
We have made a contract with one of the largest Fountain Pen Manufacturers in this country (Nathaniel Field), whereby we can supply you with A First-Class Self Filling Pen the best of its kind in the market. Every pen is solid gold, 14k., point tipped with genuine irridium.

The illustration shows the exact size of the Pen; if not satisfactory for any reason, it will be exchanged cheerfully.
This is an unusual opportunity to get a High Class Pen at a trifling cost.

TO ANY PERSON sending us $1.50, we will send this Beautiful Fountain Pen, postpaid, and will, in addition, enter the person's name for one year's subscription to "The Tobacco World." Should you already be a subscriber and desire to secure one of these Pens, your subscription will be extended one year from the date of its present expiration. This offer does not apply to foreign subscriptions, which cost $1.00 additional.

Address The Tobacco World, 224 Arch Street, Philadelphia, Pa.

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YORK, PA.

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Lithographers
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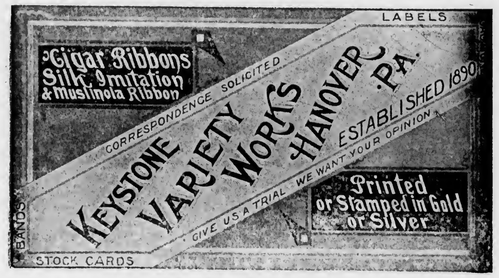
CIGAR LABELS ADVERTISING NOVELTIES
IMPORTED AND DOMESTIC BANDS



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Dealer in LUMBER LABELS EDGING ETC.
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YORK, PENNA.

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CIGAR LABELS
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NEW YORK.
CHICAGO. CINCINNATI.

Established 1877 New Factory 1904

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Howard and Boundary Aves.
YORK, PA.
Steam Cigar Box Manufacturer
DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS,
EDGINGS, BANDS, ETC.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
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Specially Constructed
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FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

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—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
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JOBBER and DEALER in PRODUCTS of
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American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Cigar Havana . 10c.
"S. B." Seed and Havana . . . . . 5c.
"KATHLEEN O'NEIL" . . . . 5c.
"VUELTA SPRIGS" The Mellow Cigar . 5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .

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NEW HOLLAND PA.

For Sale by All Dealers

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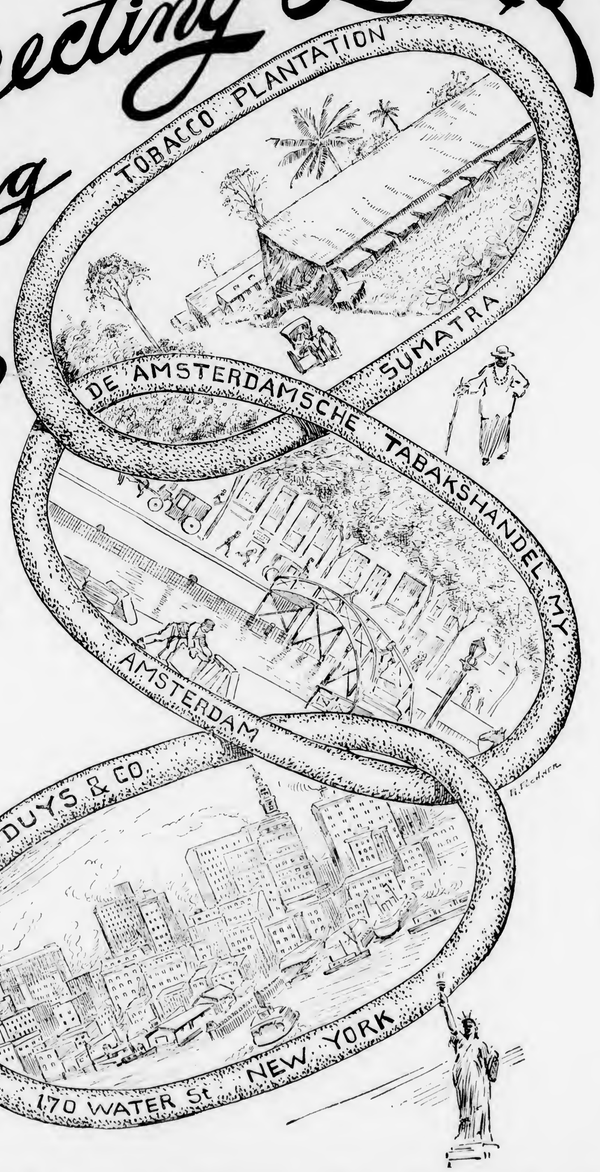

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(LORD LANCASTER, 10c.)
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615 Market St., Philada.
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THE TOBACCO WORLD

Vol. XXVIII., No. 9 PHILADELPHIA, FEBRUARY 26, 1908 One Dollar the Year

A LIFE AND DEATH QUESTION.

Judge Hill, of Kentucky, Urges the Unity of Would-be Tobacco Growers.

New Castle, Ky., Feb. 20.

Judge B. F. Hill, of this place, issued an appeal to the farmers of Henry county who wish to grow a tobacco crop this year, pleading with them to attend a meeting of the anti-Equity farmers that has been called for February 22 in this town.

At the great meeting of growers held here on the first Monday in this month to consider the tobacco situation, and addressed by Judge Hill for the "antis" and former Senator J. Campbell Cantrill for the Equity people, no decision was reached. The Equity men, however, were apparently in the majority. The proposed meeting is to be made up of "antis" only—that is, men who wish to grow a crop. Judge Hill's appeal for a full attendance is as follows:

"I appeal to the men of Henry county who wish to grow a crop of tobacco to come to New Castle February 22. The situation is acute. The demand that no crop be grown in 1908 is unlawful, immoral and inhuman. It cannot be heeded, ought not be heeded and will not be heeded.

"More men will be ruined, more families be beggared by not raising a crop than belong to the Society of Equity, and they are the poor, the weak, the helpless! As a rule, the members of Equity are strong. They do not need a crop. They own farms, have herds of cattle, horses, mules, sheep and hogs. A majority of them never knew what it is to really want a dollar.

"The men who say in desperation they must raise tobacco are poor, and in this contest I am for my helpless fellow citizens. I beg them to come here February 22, rain or shine, cold or hot. Come; come by thousands. Come and make appeal to the well-to-do to let you alone. Tell them it is all you ask. Tell them that all you want is God's sun and shower, and the privilege of working for your little ones. Come in peace; come under the law, appealing to the law, abiding the law. Come from all over the county. Lay everything aside. Let nothing interfere. To many, many men it is a life and death question and should be treated as such."

Death of a Chicago Leaf Dealer.

Chicago, Ill., Feb. 19.

Ernest Hecht, 65 years old, an old resident and business man of Chicago, died yesterday on his farm at Libertyville, Ill. Mr. Hecht was born in Hohenstein, province of Saxony, Germany. He came to America forty-five years ago, and settled in Chicago. He embarked in the tobacco trade, and for forty-two years, or up to the time of his death, was head of the wholesale house in Fifth avenue. After living in this city thirty-eight years he moved four years ago to his farm at Libertyville, a finely cultivated tract of 780 acres. His widow and four children survive him.

—Saml. T. Wilson has purchased and taken charge of the Plant City Cigar Factory, Plant City, Fla., and will make his headquarters there.

DIVIDED A LOSS.

The Old Wilson Whitfield-Bank-Tobacco Warehouse Case Ends

Wilson, N. C., Feb. 20.

In the fall of the year 1904, a tobacco buyer by the name of A. C. Whitfield came to Wilson from Marion, S. C., and wanted to borrow of the Liberty Warehouse people the sum of $2,500. The Liberty people told him they would accept draft for the amount if he, Whitfield, would use the money and ship them tobacco from South Carolina. Whitfield returned with the acceptance and secured money on the same from the Farmers' and Merchants' Bank of Marion, but failed to ship tobacco, but as the warehousemen claimed, used the money for other purposes. The Liberty people further claim that the bank had notice of the contract with Whitfield, or at least they knew the facts, which ought to have put them on their guard. The bank claimed, however, that they bought the paper in good faith without notice of any contract between Whitfield and the Liberty people. The point involved in the case was—who should suffer the loss occasioned by breach of contract on the part of Whitfield, the bank or the warehousemen? At the conclusion of the testimony an adjustment was reached of the whole matter which was satisfactory, and which practically divided the loss.

Salvationists War on Cigarettes.

Augusta, Ga., Feb. 21.

While the local post of the Salvation Army has not yet taken any steps in the crusade, and it is not definitely stated by them that they will, it is of interest to announce that the Augusta post will probably receive, along with other posts of this charitable and religious band, a notice to declare war on cigarettes.

It is learned that the war will not be one of violence—at least not in Augusta—and no one need be waiting for a Salvation Army lassie to snatch a burning cigarette from his lips in the street a la Carrie Nation, for that won't happen. However, he may be handed a pledge ready for his signature. The national army has started out with the intention of getting 100,000 members, and as many as possible will be recruited form this city.

When a Salvation Army pledge is signed and the signer makes good he promises not only not to use cigarettes himself, but also to try to persuade his friends to stay away from that type of smoking.

Robbed Cigar Store—of Gum.

San Francisco, Cal., Feb. 17.

Christ Ivers, conducting a cigar stand at the corner of Van Ness avenue and Oak street, mourns the loss of his entire stock of chewing gum. During Wednesday night thieves climbed over his iron guard rail and stole $8 worth of gum, all he had. From the fact that no cigars were taken the police are inclined to believe the theft was the work of small boys.

DALZELL'S NEW BILL

Would Take Revenue Tax Off Unstemmed Leaf for the Benefit of Tobacco Growers.

Washington, D. C. Feb. 20.

As a substitute for the more than a dozen bills introduced for the relief of Southern tobacco growers, the House Committee on Ways and Means yesterday authorized a favorable report on a bill by Mr. Dalzell, of Pennsylvania, removing the internal revenue tax of six cents a pound on unstemmed tobacco in the natural leaf which has not been manufactured or altered in any manner, and providing that farmers and growers of tobacco may sell the leaf tobacco of their own growth and raising to manufacturers of tobacco, snuff and cigars, without being considered dealers or manufacturers of tobacco, and shall not be subject to the dealers and manufacturers tax. This is substantially the bill which the House passed in the Fifty-eighth and Fifty-ninth Congress and which the Senate killed.

LOOKING FOR NEW LOCATION.

Rumors That Lilies Cigar Co. Managers are Seeking Location Elsewhere.

Kalamazoo, Mich., Feb. 21.

The report that the Lilies Cigar Company would move from Kalamazoo was given greater credence in labor union and business circles yesterday because Isaac and Samuel Goldberg, who have entire management of the company, were out of the city and rumor said that they were visiting two or three Michigan cities to look over proposed locations for their plant.

C. H. Johnson, member of the State Board of Arbitration, visited Kalamazoo again yesterday but was unable to find either of the Messrs. Goldberg, and left the city announcing that he would return next week and continue his effort to settle the strike.

At union headquarters it was stated yesterday that the situation remained the same. The union leaders said they were ready to meet the officers of the company in conference, hoping to settle the differences, but that the company had refused to even hold a conference.

Women Smokers in Germany.

Berlin, Ger., Feb. 15.

The news that the New York Aldermen had passed an ordinance prohibiting women in public places in New York is causing amusement in Germany, where cigarette smoking is popular among women. Many love to smoke cigarettes after dinner and tea. During the court functions preceding and following the Kaiser's birthday, when the hotels were crowded with representatives of noble families, there were few tables in the tea rooms where some representative of the sex was not smoking a cigarette.

A DANGEROUS EXPERIMENT.

Proposes to Protect Seed Beds by Planting Electric Mines.

Paris, Ky., Feb. 21.

An independent Bourbon county tobacco grower, who is determined to grow a crop of tobacco this year in spite of the entreaties of his neighbors who are allied with the Equity movement, has advertised for an expert electrician to plant mines around and through his tobacco beds, which he will prepare for the seed at the first favorable opportunity. The explosives are connected with live wires supplied by thirty dry batteries.

Death of United Tobacco Workers' President.

Louisville, Ky., Feb. 20.

Henry Fischer, President of the Tobacco Workers' International Union, died at his home here several days ago. Mr. Fisher had been confined to his bed for about six weeks, when he was subpoenaed to appear before the commission to give testimony relative to the alleged practices of the American Tobacco Company in illegally using the union label. When the summons came Mr. Fischer was in an extremely critical condition, and his physicians and friends notified the authorities that he would be unable to appear.

A day prior to the hearing, however, he announced that he was determined to attend, saying that it was due the members of the union that he use his last ounce of strength if necessary to "show up" the company, which he believed to be more guilty than any other in keeping the working man, as he believed, from his rights.

All efforts of his relatives and friends to prevent his attending the hearing proved futile, and when his name was read from among the list of witnesses he answered "present." While both the counsel for the company and the Government took cognizance of his condition and tried to keep from putting him through a too rigorous examination, he was completely exhausted after he left the witness stand, and four days later was taken to the infirmary, where he never regained his strength, but gradually became weaker until the end came. Heart disease, superinduced by stomach troubles, was the cause of his death.

Henry Fischer was forty-one years old, and had been President of the Tobacco Workers' International Union since its organization in 1895. When he was elected President he was an employe of the Liggett & Meyer Tobacco Company, of St. Louis, and remained with that concern until the headquarters of the International Union were removed to this city in 1899.

Until a referendum vote is taken some time within the near future, A. McAndrews, of Cincinnati, Vice President of the union, will act as President.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

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IMPORTERS OF
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Leaf Tobacco
322 and 324 North Third Street, Philadelphia

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Importers of Havana and Sumatra and Packers of Seed Leaf
Tobacco
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and Packers of Leaf Tobacco
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Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
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L. KRUPPENBACH
IMPORTER OF HAVANA AND SUMATRA
DEALER IN LEAF TOBACCO
REGISTERED 1642-44 N. ELEVENTH. ST. PHILADELPHIA

J. S. BATROFF
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

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Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut, is a fac-simile, in its actual size, of the Precinta or warranty stamp which is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these stamps, were made in Cuba by the Independent Manufacturers.

Thus a copy of that warranty stamp attached to any box of Cigars and Cigarettes or to any packages of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Habana, Cuba, with the genuine Tobacco Leaf grown in the famous Vuelta Abajo

DON'T FORGET THIS, RETAILERS, IMPORTERS AND DISTRIBUTORS.

COLORS OF THE PRECINTA: Black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

A MIX-UP IN AUGUSTA.

Magistrate Attaches Factory for Rent. Uncle Sam Pleads Prior Claim.

Augusta, Ga., Feb. 20.

The Federal Government, by A. W. Wimberley, colored, local collector of internal revenue, has laid claim to certain goods of the Ximanies Cigar Factory, which were attached for rent and which are now in the hands of Magistrate E. T. Bennett.

M. Iob who owns the building occupied by the Ximanies Cigar Factory at the corner of Ellis and Campbell streets, swore out a distress warrant for $60 rent, alleged due. The warrant was issued by Judge Bennett, and Constable Spires served the paper, and a levy on the goods in the cigar factory was made.

Now A. W. Wimberly claims that the Government—the Revenue Department—has a prior claim on the goods. He has written to Judge Bennett to this effect. It is set out that a certain inspection of the goods has not been made, and that the magistrate court has not a right to sell the goods at public outcry, under a levy, until the alleged prior lien of Uncle Sam has been satisfied.

Magistrate Bennett says he will sell the goods at the regular time, next sales day in his court, but it is most probable that before that time the deputy collector and the judge will have arranged all claims satisfactory.

Tobacco Prizery Burned.

Nashville, Tenn., Feb. 21.

The brick tobacco factory of H. S. McMurry & Co., association prizers at Springfield, has been burned, together with 110,000 pounds of tobacco. The factory was valued at $10.000, with $2,000 insurance, and the tobacco was insured for $7,500. The residence of Mrs. Archie Thomas, editor of the Springfield Record, and contents, were also destroyed. Her loss was $2,500, and insurance, $750. The origin of the fire was accidental.

Cigar Dealer Peculiarly Charged.

Butte, Mont., Feb. 17.

John Wimich, proprietor of a cigar store at 54 East Park street, Anaconda, who was arrested by the police a few days ago charged with receiving stolen goods, was made the defendant in a complaint issued by the county attorney.

The new charge is unusual. Inquiry into the evidence failed to bring out anything to show that Wimich bought stolen articles, but there is said to be testimony that Wimich urged certain boys to bring him all the cigars they could find and that he would buy them, and that he did buy a box of Baltimores which the boys brought him, acting under instructions of the Butte detective department. This box of cigars was not stolen. Therefore, the complaint against Wimich is "conspiracy to commit an offense detrimental to public morals." This charge will be prosecuted before Justice Rhoades in Meaderville.

Ruling as to Glass Cigar Jars.

Internal Revenue Commissioner Capers has ruled that containers made of glass or other material which will not permit of the complete erasure of the factory number, etc., and which have once contained cigars, can not be used again for such purpose, and can not be sold nor given away by the dealers when emptied.

Northern Wisconsin Leaf Tobacco Co.
PACKERS OF AND DEALERS IN
Northern Grown Wisconsin Tobacco Exclusively
LA CROSSE, WIS.

STEPHEN F. KETRAN
Interior Wood.. Work.. — Makes a Specialty of Fitting Up Cigar Stores
Bank, Church, Office, Store Fixtures and Special Cabinet Work
1615 to 1623 McKean St., Philadelphia

AWARDED GOLD MEDAL at Jamestown Exposition.
White Rolls Cigarettes
ARTHUR HAGEN & CO., General Agents,
151 North Third Street, Philadelphia.

¶ REGISTER YOUR TRADE MARKS IN THE REGISTRY DEPARTMENT OF THE TOBACCO WORLD . . .

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

SAMUEL HARTMAN & CO.

DEALERS AND PACKERS OF

Domestic **Leaf Tobacco** of All Kinds

CONNECTICUT A SPECIALTY

Office and Salesroom:

313 and 315 West Grant Street

Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

S. Weinberg

121 North Third Street PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Keyno

HAVANA SHORTS

2 oz. 5c.

Norristown

Tobacco Works

NORRISTOWN, PA.

Manufacturers of

Havana Shorts

Private Brands for Jobbers a Specialty Samples submitted on application

L. J. SMITH & CO.

Wholesale

Cigar Manufacturers

and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

Established 1895 Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

Havana Market is Again Reported Sluggish.

Uncompleted Deals May Help to Even Up the Average, and New Arrivals of Buyers May Give More Vigor to Trade. Independent Manufacturers Apparently in Earnest about Seeking Outside Locations for their Cigar Factories.

Special Correspondence of The Tobacco World.)

Havana, Cuba, February 17, 1908.

During the past week the completed operations here showed a retrograde movement, but as a number of deals are still pending perhaps this coming week's totals may tell a different story. Several new buyers made their appearance in town and others are expected to arrive shortly, so business may be expected to be done on a fair scale. A few local dealers and exporters, who have either sold out their holdings or are trying to provide themselves for the coming wants of their customers, have been endeavoring to locate weak spots, and by making very low bids influence the holders into selling their tobacco. In this they have not succeeded, as most packers are convinced that there is no need to slaughter their goods, and they prefer to hold on. But rather than sell to the above named local firms they should prefer to sell to Northern dealers or manufacturers, and make the sacrifices to the latter, if there was no other help for them. There is logic and common sense in such reasoning, because surely the local competitors want to make a profit upon their purchases, so why should not the sellers here reap at least this benefit? Excepting Partido tobacco, all people here who have handled Vuelta Abajo and Remedios tobacco have burned their fingers and are heavy losers, owing to the strike and to the financial crisis in the United States. Besides, some parties, in order to depress our market more yet, have taken pains to run down the 1907 crop, holding out hopes that the 1908 crop will far surpass the previous growth. There is no denying the fact that there were some poor vegas last year, but who can tell how this year's growth may finally turn out?

Three bales of new Partido "libra de pie" arrived on Saturday, but as one swallow does not make a summer, so this does not indicate anything yet about the crop coming sooner to market. "Libra de pie," or ground leaves, are packed in bales as soon as dry and often are artificially wetted, for which reason they are liable to rot also, and usually are only fit for cigarette purposes, although a few cigar manufacturers have at times made use of them. On the 15th inst. we had a heavy rainfall all over the country for some hours, but toward night the wind shifted to the North and it is quite cool again.

Sales

footed up to 2,442 bales in all, among which were 730 bales of Vuelta Abajo, 100 of Partido and 1,612 bales of Remedios. For the United States 680 bales are reported, for Europe 350 bales, and 1,412 bales for the local cigar and cigarette manufacturers.

Buyers Come and Go.

Arrivals:—Benito Rovira, of B. Rovira & Co., A. Guedalia, of A. Guedalia & Co., August Biedermann, of August Biedermann, John H. Goetze, E. W. Russell, of the Stratford Cigar Co., Louis Cantor, of Leonard Friedman & Co., and Alfred and Victor Ettlinger, of E. Hoffman & Son, New York; Harry Cohn, of Cohn Bros., and Francisco Bolano, of F. Bolano & Co., Chicago; Herman Vetterlein, of Julius Vetterlein & Co., and Godfrey S. Mahn, of Philadelphia; Wm. Smith, of The Hunter Wiltshire Co., London, Eng.; M. de la Vega Armijo, London, Ontario.

Departures:—Henry Oppenheimer, for New York; Samuel I. Davis, for Tampa; John Fielding, for Key West.

Havana Cigar Manufacturers

are calmly awaiting coming events, but

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

SOL HABANA

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" Correspondence Solicited in English

---

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM *Habana*

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista **Neptuno 170--174** Special Partner—Gumersindo Garcia Cuervo

they are bound not to give in to the cigarmakers this time, if they can possibly help it. In the meantime nearly all of the indpendent manufacturers are trying to open branch factories in the various country towns, and wherever there are some good cigarmakers to be found, as a nucleus, to gather around them those of our city cigarmakers who are dissatisfied with the central committee of the Federation of Labor, and prefer to work rather than receive a pittance per week and half starve. Although the trust is working, it seems that some of its cigarmakers have refused to support the central committee with a share of their earnings, and if this revolt should spread then the central committee, without funds to distribute, must declare the strike off and disband.

Buying, Selling and Other Notes of Interest.

Sobrs. de A. Gonzalez sold 1,200 bales of leaf during the past week.

The trust purchased for its cigarette factories about 1,200 bales of loose leaves and picadura of Remedios.

Hernandez & Alvarez were sellers to the extent of 580 bales of Vuelta Abajo.

A. Fanego Rico was a buyer of several hundred bales of Remedios.

Henry Oppenheimer, in his usually quick manner, purchased several fine vegas of different kinds of leaf, and kept a prominent broker hustling all the time he was here.

Sobrs. de V. Diaz disposed of 150 bales of Remedios.

Buyers for the Spanish Regie are reported to have acquired some 300 bales for prompt shipment to Spain.

Francisco Bolano came here principally with the object in view to go to the Vuelta Abajo to look over the prospects of the coming crop, although, after his return, he may purchase something for his immediate wants.

I. Kaffenburgh, of I. Kaffenburgh & Sons, Boston, arrived here with a party of his friends and went with them to Manicaragua, where the extensive farms of his firm are located, right in the "Hoyo," and where the choicest leaf is grown.

John Fielding did not tarry long, but managed to pick up some choice lots of Vuelta Abajo for the Armas de Oro factory, Key West.

RECEIPTS FROM THE COUNTRY.

	Week ending Feb. 14	Since Jan. 1
	Bales	Bales
Vuelta Abajo	2,145	7,88[illegible]
Semi Vuelta	13	654
Partido	10	163
Matanzas	—	253
Remedios & S. Clara	1,659	10,055
Santiago	217	1,120
Total	4,044	20,133

—A charter has been filed at Tallahassee, Fla., by the Boston-Florida Tobacco Co., with capital $100,000. President, Levi W. Scott; Secretary and Treasurer, Thomas W. Hall.

EDEN CIGAR FACTORY

of BANCES & LOPEZ
HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market
Correspondence solicited in English

Monte 156, HABANA, CUBA
P. O. Box 595 Cable: "Calda"

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 96

Removal Notice.

WM. STEINER, SONS & CO.

Lithographers and Importers

Respectfully desire to announce to their friends and patrons that they have **Removed** to their new factory—**Steiner Building,**

257--265 W. Seventeenth St., New York

Between Seventh and Eighth Avenues.

ERNEST ELLINGER & CO. Office, Nos. 87-89 Pine Street New York
Importers of HAVANA TOBACCO

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of *Leaf Tobacco*
Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World

New York, February 25.

New York Leaf Market.

The leaf tobacco market was again confined to only a routine business, purchases having only been made in quantities that were required for early use, and of such types as were actually needed.

Manufacturers' stocks are known to have been heavily depleted, but all are endeavoring to hold out to the last minute in a hope that some further concession in price might be secured by waiting.

Packers have so far displayed little or no eagerness to buy the new crops in several of the cigar leaf growing States, in view of the continued dullness of trade and the stocks of old goods still in their warehouses.

The Sumatra market has not been quite so active during the past week, but this was not unexpected, as the time for the beginning of the inscriptions is now at hand and there is usually a lull about that time.

Havana is having a good inquiry, and a generally improved condition characterized the market during the past week.

• • •

Sutters' New Booklet.

Louis P. Sutter & Bros. have just issued to the trade a new and handsomely printed booklet, entitled "Good Luck, or the Way to Win It," which is gotten up in four chapters under the respective captions of:

I.—Buy the Right Leaf Tobacco.
II.—From the Right People.
III.—At the Right Price.
IV.—On the Right Terms.

It is printed in colors with a beautifully lithographed cover and replete with prices, etc. It is really educational to look at, and thoroughly interesting from start to finish.

• • •

New Phillip Morris Cigarettes.

The cigarette manufacturing firm of Phillip Morris & Co. is about ready to place upon the market a new cigarette which will be designated by the name of Ambassador. This new product consists of a cigarette that will be 3⅝ inches long, of the finest blend, and packed ten in a box. They are calculated to meet the demand for a large sized cigarette, and will sell at 35 cents.

The general make up of the packages, aside from the size, will conform closely to the present style of Philiip Morris products.

• • •

Little Traveler's 39th Trip.

This title of a neat booklet issued by the A. Hussey Leaf Tobacco Co. is familiar to practically every cigar manufacturer in the United States, who has at some time or another received a copy of the "Little Traveler." It is now out on its 39th trip, and looks brighter and more cheerful than ever. A masterpiece of printing, profusely illustrated, it contains a fund of useful and interesting information that is bound to be appreciated by every recipient.

• • •

The Newest Schulte Store.

A. Schulte has added another and new store to the already extensive "chain of stores." The new premises are located at the corner of Broadway and Broome street, and all of the distinct Schulte lines of goods are now being dispensed from the latest acquisition of this remarkably successful retail house.

• • •

"Keep A-Goin'!"

If you strike a thorn or rose,
Keep a-goin'!
If it hails or if it snows,
Keep a-goin'!
'Taint no use to sit and whine
When the fish ain't on your line;
Bait your hook an' keep on tryin'
"FELT MATS."

When the weather kills your crop,
Keep a-goin'!
When you tumble from the top,
Keep a-goin'!
S'pose you're out every dime?
Gettin' broke ain't any crime!
Tell the world you're feeling prime—
ORDERING "FELT MATS."

When it looks like all is up,
Keep a-goin'!
Drain the sweetness from the cup.
Keep a-goin'!
See the wild birds on the wing!
Hear the b-lls that sweetly ring!
When you feel like singing—sing
SEND MORE "FELT MATS."

(Frank L. Stanton.)

Refrain by C. E. Akins,
Manufacturer of Felt Mats,
New York City.

• • •

Local Firms Embarrassed.

Several financial embarrassments of New York firms were reported during the week.

Trujillo & Co., manufacturers of clear Havana cigars at Key West, Fla., with offices in New York, had a meeting of creditors on Wednesday last, at the offices of their attorneys, Frankthaler & Sapinsky, of 35 Nassau street. In a preliminary statement the firm's liabilities were placed at about $60,000, with assets of $13,000. No definite result of the meeting has been announced.

The leaf tobacco firm of Alexander Bros. has also made an offer of settlement with creditors of about 30 cents on the dollar which has not yet been accepted. The liabilities are placed at $30,000.

• • •

News Notes.

Quite a number of passages have been engaged on the steamer Ryndam, which sails for Holland on the 26th inst. Louis P. Sutter, of L. P. Sutter & Bros., will be among the passengers.

—

D. A. Shaw, of the Florida Tobacco Co., has returned to his home at Quincy, Fla.

—

Sol Hamburger, of Hamburger Bros. & Co., returned to New York from Havana last week.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER
Monroe D. Sellers, Sellersville, Pa.

The Newest Thing in Cigarettes

—not merely new in name, but also new in essential features—just the kind of a cigarette that will please your customers. A cigarettee filled with genuine Havana tobacco but made in America in the American way. That is why they cost less than half as much as imported brands. If you want to see your cigarette sales increase just offer your trade

El Principe de Gales
Cork Tip
Havana Cigarettes

They have been on the market only a short time yet they have made a tremendous hit. El Principe de Gales Cigarettes are made of genuine Havana tobacco, the finest and costliest tobacco in the world, and the most delightful of all tobaccos to the great majority of smokers. El Principe de Gales Cigarettes are oval in shape, cork tipped, rolled in both rice and Cuban pectoral paper. The wholesale trade price is

$7.50 per thousand

Send in a trial order to your nearest jobber—it will mean increased sales and more profit for you. Retail price, 10c per box of 10. Packed 100 in a carton.

HAVANA-AMERICAN COMPANY, New York

E. A. CÁLVES & CO. ....IMPORTERS of C HAVANA, 123 North Third Street PHILADELPHIA

ANARCHY IN KENTUCKY.

The State of Kentucky seems unable to maintain order among its people. Certainly the condition of practical anarchy in the tobacco growing regions is as shameful as it is injurious to the Commonwealth. The State troops, it would appear, could be put to no better use than in checking the night riders and putting an end to their crimes.

Originating, probably in a legitimate desire to secure the best bargain possible for their crops, the "Tobacco Growers' Insurrection" has sunk to the level of the "White Caps." The same cowardly crimes mark it. Helpless citizens are dragged from their beds by armed mobs and beaten, towns are terrorized and property destroyed in open defiance of local authority and seemingly with an utter contempt for the power of the State.

Such outrageous actions as the shooting or whipping of inoffensive residents, and the burning of barns and crops should arouse the authorities to prompt action. Have they not at hand the means to restore order, to protect life and property, and to insure to every man the right to sell to whom and at what price he pleases?

If the National Guard is not to be used under such conditions as now exist in the Kentucky tobacco belt, when may it be used? Kentucky needs a strong man and a strong force to protect its people and to uphold its laws.

—The business man who does not seek business publicity is in a rut. What he needs to take him out of that rut is a greater demand from the trade. Such a demand can be created by judicious and intelligent advertising. It will enable him to enjoy a more energetic and prosperous existence.

THE LOCAL TOBACCO NEWS

Prospects in the leaf trade are not looking much brighter than they have done for some weeks past, and business is still at a low ebb. Not only is this true of sales, but local houses are not inclined to do much buying just now. Many of our local dealers declare that until there is a more active demand for leaf they have a sufficiently large stock of goods, and that not even lower prices would be an effective inducement for them to buy now. This fact seems fully verified by the experience of some visitors who were in the market recently with a desirable line of goods which were offered at prices that at a more ordinary time would have been highly interesting, but upon this occasion attracted little or no attention.

So far as the actual business done is concerned, it was not confined to any particular class. Small lots of a variety of goods were sold to numerous buyers, none of whom could be induced to take up any amount to stock up on, although very moderate prices are now being quoted to buyers.

Our manufacturers are moderately busy, but none are buying much additional stock, preferring to use up some of the more or less heavy purchases made more than a year ago.

There is not much demand for cigarmakers, nor are there very many idle in this city. There seems employment for all that are skilled, but some are working on a limit of output.

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ESTABLISHED 1881 INCORPORATED 1902
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TOBACCO WORLD PUBLISHING CO.
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By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy.
Foreign Subscription, for all Countries of the Postal Union and Canada, $2 00 the Year.
Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, FEBRUARY 26, 1908.

The condition of the affairs of Robt. Klee, whose reputed embarrassment was reported recently, is now becoming more acute. Additional suits are coming, and there seems less likelihood of a settlement being possible than before. Several creditors who, it was understood, had practically consented to the settlement offered, have since changed their minds, and now refuse to accept any settlement except payment in full.

Sig. C. Mayer & Co. will in a short time be ready to remove to their new factory building on Lombard street. Alterations are in progress there, and will be pushed forward vigorously.

M. Zifferblatt is opening a new cigar store on Tenth street below Market, under the name of Emze Cigar Manufacturing Co., having taken his sons into the enterprise. He has for some years conducted a cigar store at 34 North Thirteenth street and also a factory. The new store, which is in a business section, will be modernly equipped and stocked with a selected line of goods, such as are likely to meet with favor in that neighborhood.

Goldsmith & Arndt have recently added Joseph M. Gold to their force of salesmen, and he started last week on his maiden trip. He has been with the firm in various capacities for some time.

Al. Metzger, with Berriman Bros., was in the city last week calling on his regular customers for duplicate orders.

Chas. Spiegelmeyer, of York, Pa., was a visitor in the leaf trade here last week, and was joined by W. E. Gheen, of Jersey Shore.

J. Howard Graflin, of Baltimore, representing H. Duys & Co., of New York, and Mr. Sievers, with Sneeringer & Co., of Baltimore, were in Philadelphia during the week.

J. Kosminsky, of Kraus-McFarlin Co., was a visitor in this market and after consummating some important business here he left for New York State.

Rapid progress is now being made on the new factory building of the Theobald & Oppenheimer Co., at Fourth and Cambridge streets, and the firm is hopeful of being able to take possession at an early date.

John T. Dee, of the T. & O. Co., has been looking over the territory in the West and his reports are very encouraging for a good business to come.

A. F. Hostetter, a wholesale cigar manufacturer at Hanover, Pa., has been visiting the jobbing trade here recently.

Victor Neuman, representing Larus & Bros. Co., of Richmond, but residing in this city, started out last week on a six weeks] trip through Pennsylvania where he will exploit the merits of Qboid, Edgeworth and other brands of that house.

The Vicente Portuondo Co. report an unusually active business on their brands, and that they have been working steadily with a full force since New Year. So far they are running magnificently ahead of the previous year's business.

The New Hotel Plaza, on Broad street below Arch, has installed a thoroughly up-to-date cigar department, which is in charge of Frank Rodgers, who was formerly chief clerk at the retail store of Boch & Co., on Broad street below Chestnut. A specialty is made of the products of Henry Schafer, who some months ago began manufacturing cigars on South Fifth street.

"Jack" Fowler, general representative of the United States Tobacco Co., is this week covering Baltimore and Washington.

Aug. Eisenlohr, of Otto Eisenlohr & Bros., has been recently on a visit to the firm's warehouses in Wisconsin, to make a preliminary examination of the firm's holdings of tobacco in that State. They have opened their Edgerton warehouses for the packing season. On his return he made immediate preparations for a trip to Europe, to attend the early inscriptions of Sumatra at Amsterdam.

'Way back in 1871 Herman Krull began the manufacture of cigars in a very small way, but he had entered on the work with a determination to win success, and did so by his industrious efforts and careful management. For a period of thirteen years he labored persistently and earnestly, and finding his efforts crowned with success he retired from active business and left the establishment to the care of his son, Charles A. Krull, who is today not only even more extensively engaged in manufacturing, but who also conducts a very large jobbing trade from his headquarters at 1924 Oxford street. So rapidly has the trade grown that the output of more than one factory is required to provide several special brands alone. The jobbing business was begun in 1886, and the two factories are located respectively at Quakertown and Akron, Pa.

The Quakertown factory is in charge of H. W. Shelly, a thorougly practical cigarmaker, and only high grade strictly hand work is done.

The Akron factory is and has been for many years under the personal supervision of C. F. Steiner, who is one of the most capable manufacturers in Lancaster county.

In the line of cigars Mr. Krull handles hundreds of brands for which there is a demand, while of his own product he makes a strong specialty of the La Medalla, a high grade 10 cent cigar.

Of the nickel variety the Krull is a popular leader, and is pretty generally distributed throughout the city. It is made up in five shapes, and has been successfully introduced in the thoroughly up-to-date stores as a standard product.

The Earl of Warwick is another 5 cent cigar which is finding much favor among the dealers who have taken up its sale, and is running a close second to the Krull.

Mr. Herman Krull, the founder of the business, died in 1889.

A Tobacconist's Novelty.

In the advertising columns of this week's issue appears an announcement of The Edwin A. Denham Co., Inc., of 498-500 Broadway, N. Y., advertising the American Vest Pocket Cigar Lighter, which is said to be of the most perfect construction and works automatically. For the man who smokes —and who don't?—there can be no greater convenience. No more matches necessary. No more danger of setting fire to anything from flying sparks, and this convenience and security can be had at the small cost of 50 cents. It will undoubtedly appeal to every man who sees it.

$160,000 IN SUITS

Against Farmers Charged with Violating Pledges.

LaCentre, Ky., Feb. 20.

Order grew out of unexpected chaos at a meeting of the District Tobacco Planters' Protective Association of Ballard county. The meeting had been called for the purpose of determining what action should be taken against alleged violators of association pledges.

It was finally determined, after most of the farmers had been excluded from the session, to file $5,000 suits against each of the alleged thirty-two violators, a total of $160,000.

John M. Moore, a prominent attorney, was commissioned to file the suits. They are to be made under the recent Owen county decision of the Court of Appeals.

County Chairman J. S. Lawrence called the meeting, and when he had stated the purpose he was surprised at the pandemonium which broke loose.

"Let's run them out of the country," shouted the hot-heads, and the house divided while trouble seemed impending. Finally those farmers opposed to taking any action left the hall, and the decision was made by the committee itself. The decision was unanimous.

After the meeting the cries of the opposing parties filled the air, and the list of the offenders was triumphantly waved by the farmers who sided with the committee. Night riding is feared.

For Genuine Sawed Cedar Cigar Boxes, go to Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

To Protect the Consumers against the Host of Imitators of this Old Time Famous Popular Brand of Cigars
Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark
Juan F. Portuondo CIGARS

Registered in U. S. Patent Office
Established 1869
MANUFACTURED ONLY BY
The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia

Calixto Lopez & Co. Incorporated

Calixto Lopez & Co. have incorporated in Jersey City, N. J., for the raising, curing, etc., of tobacco, with a capital of $500,000. The incorporators named are B. G. Baskus, C. J. Kelaher, S. Bernheim, M. Geisman and J. R. Turner, Jersey City.

Baltimore Firm in Financial Straits.

A petition in involuntary bankruptcy has been filed against A. M. Pacholder & Co., of Baltimore, Md., manufacturers of all-tobacco cigarettes, and Alfred W. Gieske, of Gieske & Neiman, and Benj. Rosenheim have been appointed receivers.

SPECIAL NOTICES.
(12½ cents per line, 8 point measure)

CIGAR FACTORY (1,000 sq. ft. floor space) at a bargain, within 50 miles of Philadelphia, on four railroads; low taxes; plenty of high quality labor; be quick, if you want it. Box 15, care of Tobacco World, Phila. 2 26c

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

STERNFELD & LEUNCH
No. 36 LaSalle Street. CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6 51h

We Want to Send FREE
To every Cigar and Tobacco Man
Our NATIONAL CATALOGUE of Tools, Supplies and Novelties
a reference book that makes buying easy and profitable.
Make your request on your letter-head today.
NATIONAL SELLING COMPANY
Allentown, Pa. 11-13ch

L. BERNFELD
Cigar Broker
West Haven, Conn.
2 5tf

Pennsylvania Tobacco Seed
Scientifically grown and separated; 1,800 to 2,000 lbs. per acre; packets, 25 and 50c. Separated seed in 2½ lb. lots and up, $4 per lb.; single lb. $5.
John S. Weaver, Tobacco Breeder, Kinzers, Pa.
2-5t

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA
and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
NEW YORK
ESTABLISHED 1840 CABLE: "NARGIL"

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

Monroe D. Sellers, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

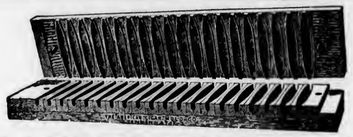
SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers
Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & CO.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart
Dallas Cigar Co
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna



SAVE AGENT'S COMMISSION

Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.

Send for our Catalogue of 1,500 Shapes

The American Cigar Mold Co., Cincinnati, O.

TRADE MARKS REGISTERED.

A WIRELESS TO YOU. 15,495
For cigars, cigarettes, cheroots, tobacco and stogies. Registered January 29, 1908, at 3 p. m. by John A. Schmidt, Cincinnati, O.

COLONEL THOS. G. LAWLER 15,496
For cigars, cigarettes, tobaccos. Registered February 8, 1908, at 9 a. m. by Fred H. Moffatt, Rockford, Ill.

THE FENDER. 15,497
For cigars. Registered February 8 1908, at 9 a. m. by I. Fein, Philadelphia, Pa.

COMMODORE THOMAS READ. 15,498
For cigars, cigarettes, cheroots, stogies. Registered February 11, 1908, at 9 a. m. by Lape & Leitner, Sheridan, Pa.

LANCASTER GENERAL. 15,499
For cigars. Registered February 14 1908, at 9 a. m. by Fisher & Derridinger, Lancaster, Pa.

WINCHESTER'S COMMERCIAL CLUB. 15,500
For cigars. Registered February 15, 1908, at 9 a. m. by M. P. Baker, Winchester, Ky.

"H" (with Higdon on one side of the bar of the H. and Hilton on the other) 15,501
For cigars, cigarettes, cheroots, stogies, tobacco. Registered February 19, 1908, at 9 a. m. by Bennett Tobacco Co., Owensboro, Ky.

BLACK DIAMOND CHAMPIONS. 15,502
For stogies. Registered February 21, 1908, at 9 a. m. by Pebler & Chute, Wheeling, W. Va.

CHAMPIONS. 15,503
For stogies. Registered February 21, 1908, at 9 a. m. by Pebler & Chute, Wheeling, W. Va.

SOCIAL LIGHT. 15,504
For cigarettes. Registered February 21, 1908, at 3 p. m. by I. Moguleksi, Philadelphia, Pa.

ELYSIA. 15,505.
For cigars, cigarettes, cheroots. Registered February 22, 1908, at 9 a. m. by Central Litho Co., Cleveland, O.

EL VARSITA. 15,506
For cigars, cigarettes, cheroots. Registered February 22, 1908, at 9 a. m. by Central Litho Co., Cleveland, O.

ZANOLA. 15,507
For cigars, cigarettes, cheroots. Registered February 22, 1908, at 9 a. m. by Central Litho Co., Cleveland, O.

EL VARITA. 11,508
For cigars cigarettes, cheroots. Registered February 22, 1908, by Central Litho Co., Cleveland, O.

EL COLISIA. 15,509
For cigars, cigarettes, cheroots. Registered February 22, 1908, at 9 a. m. by Central Litho Co., Cleveland, O.

CONSPICO. 15,510
For cigars, cigarettes, cheroots, stogies, tobaccos. Registered February 24, 1908, at 9 a. m. by A. F. Muehlhauser, Quakertown, Pa.

SCIPIO 15,511
For cigars, cigarettes, cheroots, stogies, tobaccos. Registered February 24. 1908. at 9 a. m. by A. F. Muehlhauser, Quakertown, Pa.

ATTRACTO. 15,512
For cigars, cigarettes, cheroots, stogies, tobaccos. Registered February 24, 1908, at 9 a. m. by A. F. Muehlhauser, Quakertown, Pa.

VINDICO. 15,513
For cigars, cigarettes, cheroots, stogies, tobaccos. Registered February 24, 1908. at 9 a. m. by A. F. Muehlhauser, Quakertown, Pa.

THREE YOUNGSTERS. 15,514
For cigars and cheroots. Registered February 26, 1908, at 9 a. m. by Pennsylvania Cigar Co., York, Pa.

MAY K. 15,515
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 26, 1908, at 9 a. m. by Powell-Witter-Leniger Co., Danville, Pa.

Rejections.

Prospero, Bedoium, Pliny, Delicio, The Pennsylvania Club, Wage Earner, Dollar, Cultura, Radiosa, El Rozano, Pappoose, Equity. La Moneta, Mariposa, Morena, La Divina, La Prospero, La Carita, La Diosa, Vanoni, Pals, Zeno, Experto, Total, Maritama, Bob White, Old Glory, Buckeye, Royal Tip, Aldine, Our Pride.

Transferred.

CARL MARX. Registered August 6, 1903, by Daniel H. Trumbore, Reading, Pa., has been transferred to Commonwealth Co-operative Association, Reading, Pa.

Waterloo, Ia., Firm Incorporated

Waterloo, Ia., Feb. 20.

The Martin Bros. Cigar Company has been incorporated, with a capital of $10,000. The officers are Hope Martin, President; L. H. Martin, Vice President; A. M. Kruckman, Secretary and Treasurer.

The Martin Bros. have been in the retail and jobbing business here for some years and built up an extensive trade. Arthur Kruckman has been the manager for several years past.

—The T. J. Mattax Cigar and Tobacco Company, of Montgomery, Ala., notified the Secretary of State that the name of the corporation had been changed to that of the T. J. Mattax Cigar and Tobacco Company, Incorporated.

E. ROSENWALD & BRO.

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES. AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS

NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

IMPROVING SLOWLY IN YORK.

Cigar Factories Rather Quiet, but Leaf Men Report a Little More Purchasing.

York, Pa., Feb. 24.

There is a gradual improvement in trade conditions noted, but the progress while constant is very slow. The cigar industry is still rather quiet, but in the leaf trade there seems to be a little more doing.

From Red Lion, where there are a number of scrap manufacturing establishments, there come reports which are to the effect that there is a lively demand for such products, which, on the surface, would indicate an increase in the demand for scrap tobacco.

W. M. Gemmill & Co., wholesale tobacco and cigar dealers, of First avenue, will receive a carload of Wisconsin binder tobacco within ten days and have arranged for a carload per week thereafter. They report the tobacco business as much better than a few weeks ago, though not much new tobacco has been housed.

John F. Reichard recently returned from a trip through Connecticut, where he made selections of some very desirable tobacco for his trade here.

Noah Gillen has lately been a visitor in Wisconsin tobacco markets.

J. Kosminsky, the York manager of Kraus-McFarlin Co., Chicago, is at present on a trip through New York State, and reports trade conditions very satisfactory in that section.

Saml. A. Price, who was for years engaged in the cigar manufacturing business in York, died at his home here last week. He had been ill but a short time, suffering with an attack of typhoid pneumonia. Mr. Price was 48 years of age and was a brother of Chas. W. Price, who is also engaged in cigar manufacturing in West York.

Business has lately brightened up a great deal with John H. Baker, whose factory is now again in full swing.

Robert M. Granat was the purchaser of the Manhattan Island Cigar Factory, which was sold by the trustee in bankruptcy for Wm. Kauder, the late proprietor. About $4,000 was secured, and the sale included quite a quantity of leaf tobacco.

The cigar factory of F. M. Meads, at Windsor, has been closed down for about a week, owing to a slackness in orders.

C. G. Willis, who packs tobacco here for W. H. Raab, of Dallastown, is said to have already secured considerable tobacco of the new crops, and is making preparations for an active packing season.

Fred Bauer, the general traveling representative of L. E. Neumann & Co., label lithographers of New York, is covering this section on one of his regular trips. Although he found trade conditions not wholly favorable, he secured an exceptionally good number of orders for new labels and many orders for duplicate editions of old labels.

John W. Minnich, the popular cigar manufacturer of Dallastown, accompanied by Mrs. Minnich, has been sojourning among the winter resorts of Florida, on a pleasure trip.

GENUINE CONNECTICUT BROAD LEAF TOBACCO SEED

Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal orders to

WM. L. HUNTTING, E. Hartford, Ct.

WILLIAM L. HUNTTING
Packer, Dealer & Grower of
Leaf Tobacco

Have on hand choice Broad Leaf wrappers and binders, cheap for cash. Choice tobacco seed a specialty.

Office, 812 Main St., E. Hartford, Ct.

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor
Manufacturer of
FINE CIGARS
Holtz, Penna.

10c.---UNCLE JOSS---5c.

Pretty Bessie
York Nick.... } 5c.
Best Known..

Two Cracker Jacks (2 for 5 cents)

Oak Mountain Bouquet—Boston Beauties
Puro—Porto Rico Crooks

Correspondence with the Wholesale and Jobbing Trade Only invited.
Capacity, 25,000 per day. Telegraph—York, Pa.

GREAT CIGAR NOVELTY

"A Light in a Second"

Automatic Vest Pocket Cigar Lighter

100 per cent. Profit
Sell on Sight
to Every Smoker

Make a Fine Premium
Strong and Durable
Extra Parts in Stock

THE EDWIN A. DENHAM COMPANY, Inc.
498-500 Broadway, NEW YORK

Write for Prices CHICAGO BERLIN ST. LOUIS

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an
Exclusive line of

NICKEL GOODS

Which can be recommended for
Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

EDWARD E. SIMONSON
Packer of and Dealer in
Leaf Tobacco
Tobacco Bought and Packed on Commission
Stoughton, Wis.

LITTLE CHANGE IN LANCASTER

Some Leaf is Being Bought, but Quantities are Small and Don't Aggregate Large Figures.

Lancaster, Pa., Feb. 24.

There has been little change in the condition of the leaf market, although there are constantly some goods going out and stocks are being gradually reduced. The market seems much more quiet than it really is, because there are so few sales of goods in any quantity, and the contrast between the bulk sales of previous seasons and the hand to mouth business of the present time is so strong that it almost produces the "blues."

As a natural result, a long period of inactivity always has a tendency to affect prices to some extent, even if there is no other good reason apparent. And it is true of this year, but it has not come so forcibly as to create any break in the market and no one has become panic stricken. Altogether the trade has been guided by saneness and sound reasoning, offering goods on certain concessions, which would probably have been no greater than an added item of interest, insurance and other incidental and necessary expenses in carrying stock would amount to.

The cigar industry has not yet revived to the extent that it should have by this time, nor even to the extent which it seems was expected by every one, a fact which the leaf man in particular is fully cognizant of.

Some selections were made here recently by M. Kemper & Sons, of Baltimore, and Rose & Wobbe, the newly organized leaf firm of New York. I. L. Kemper has been here for his firm at Baltimore and Carl W. Wobbe, accompanied by Wm. DeHaven, of this city, as local representatve of Rose & Wobbe, of New York made some purchases here.

There continues to be some buying of the new crops, but as yet very few of the local packing houses have bought to any great extent. The major portion of the buying has been done for large out of town concerns.

A. B. Hess, a leaf tobacco packer of more than local prominence, has secured the services of John F. Schnupp, who was for some years connected with a Philadelphia jobbing house.

Mr. Schnupp is a native of New Holland, Lancaster county, and by reason of his previous connection he has become well and favorably known to the trade, particularly in the Ninth District. He will begin on his new engagement this week.

C. M. Clime & Bro., of Terre Hill, have been adjudged involuntary bankrupts, upon a creditors' petition which was filed when execution was issued on judgment secured, and a levy has been made by the sheriff on the personal property. The petitioning creditors were A. M. Clime, of Terre Hill, who was a creditor to the extent of $16,810; George H. Rumrill, of Janesville, Wis., a creditor for $1,123.15, and M. M. Fry & Co., of Lancaster, creditors for $4,332.26.

The unauthenticated report is that the total indebtedness will amount to $28,000 to $30,000. There is still no knowledge of the present whereabouts of C. M. Clime, who was the sole proprietor of the business, and whose sudden and strange disappearance was reported last week.

Orders have been issued from the office of the Ninth Internal Revenue District giving notice that certified checks would again be received in payment for revenue stamps. Since last October the York and Harrisburg offices have not been receiving these checks, cash being required.

Leaf Tobacco Markets

BALDWINSVILLE, N. Y.

The market still remains quiet. The warehouses that have been opened are busily assorting.

Ira.—Last week's rain afforded a good opportunity for farmers to take down the small amount of tobacco that was still on the poles.

Lysander.—McIntosh and Maurrier, of Ira, have opened rooms at the wool house for the assorting of tobacco. Some fine crops have been received. The tobacco interests are lively in this section. As yet few sales have been made. In quality it ranks with the best.—Gazette.

CONNECTICUT VALLEY.

As in the valley, so it is all over the country. A lot here and there has been picked up by the buyers, until, when you come to look around, you will find that the cream of the crop has been gathered into the warehouses of the buyers, or has gone into the shops of the sorters to be assorted, and generally to be sold on commission. What is left, after the holders have got sick of waiting, will be bought up with a rush, for what man known as a good, sound business man, cannot borrow a few thousand dollars, if he can show that whole crops can be bought for a price below the selling price of good fillers?

But the conditions are the same in all the tobacco sections of the country.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a pleasure to look over our Samples

Samples cheerfully submitted upon request — P. O. Box 96

CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specially

32 and 34 East Chestnut Street, Lancaster, Pa.

W. B. HOSTETTER & CO.

Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue.
York, Penna.

We Make SCRAP FILLER for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

Nos. 49 and 51 West James Street
Lancaster, Pa.

H. H. MILLER

Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock
327 and 329 North Queen Street
LANCASTER, PA.

MILTON H. RANCK

Packer of
Penna. Broad Leaf
Dealer in
All Grades of
Domestic Cigar Leaf Tobaccos

201 & 203 N. Duke Street
LANCASTER, PA.

J. K. LEAMAN

Packer of and Dealer in

LEAF TOBACCO

142 North Market St.

United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN

Packer and Dealer in

Leaf Tobacco

Packing House, Millersville, Pa.

Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA. — MAIN OFFICE: Lancaster, Pa.

The York Tobacco Co.

Packers and Jobbers in
All Grades of

LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco — York, Pa.

N. D. ALEXANDER, Packer of and Dealer in **LEAF TOBACCO**

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. — Lancaster, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue. E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

The Moehle Lithographic Company
Clarendon Road & East 21st St. Brooklyn, N.Y.
Branch Office
171 East Randolph St. Chicago Ill.
Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

One will notice that the prices have been kept very low for the best stock that was produced. How easy, then, for all the balance of the crop to be gathered in by a well directed campaign of a few resolute buyers. How quickly it was done last year at good prices. The talk that it is the lack of money that is the cause of the crop not being bought seems all bosh, and when the time comes for a grand "coup," it will probably be made. If it does happen, it will be before a great many days. In fact, there is but little time to do this work, and whatever is done must be done quickly. It will not be long before there will be a desire on the part of the growers to part with this tobacco to enable them to grow another crop. They may not get enough to pay for what fertilizer they may desire to purchase, but, as every little helps and as something must be done with the tobacco, it must be sorted and packed, for it cannot be kept long in the bundle. As each one knows that they have struck an off year, they will generally think it better to sell than to improperly sort and pack. They also know that what they do must be within six weeks, for the farm work will demand their attention, and they will decide not to cry over spilled milk. Since much of the crop will bring only small prices it might as well go early as to pack and wait indefinitely for a chance to dispose of it. The assorting shops are all doing a rushing business at present, but whether the crops will finally satisfy both the grower and the dealer to the extent that he will get for his crop enough more for sorting the crop remains to be seen. The good crops will undoubtedly do so. The poorer crops I don't know, but hope they may. But if the grower gets his ideas up to 18 cents or more, I am afraid he will be disappointed.

Our correspondents write:

North Hadley, Mass.: "Not very much doing in the tobacco trade. A few sales have been made in the past week at from 7 to 10 cents, in the bundle. Many farmers are assorting rather than sell at the low offers."

North Hatfield, Mass.: "I report the sale of two lots of tobacco at this place. Charles Carson one acre at 10 cents, George Donaldson four acres at private terms, but he asked 14 cents a few days ago. I hear that these were both fine crops—American Cultivator.

EDGERTON, WIS.

The buying of the 1907 crop can now be safely said to be well under way. Riding is being freely done in all sections and the aggregate sales will foot up a good hundred acres for the week. Buyers say growers quite readily accept the going figures and trading is rather an easy proposition when crops are found that meet their expectations. Prices are now so well established that a general movement seems likely. The following sales, which are supposed to be mainly of the better selections, have come to notice:

Chris. Julseth, 12a at 8 and 2c.
Johnson & Nelson, 10a at 8 and 2c.
F. Rockney, 7a at 9 and 2c. asst.
E. Lande, 6a at 9 and 2c. asst.
S. E. Benedictson, 8a at 7½ and 2c.
F. Engestad, 9a at 8 and 2c.
John Simonson, 6a at 8 and 2c.
E. Volenberg, 6a at 7½ and 2c.
E. Stenjem, 5a at 7½ and 2c.
Westby & Jenson, 7a at 7½ and 2c.
A. Kopplein, 4½a at 8 and 2c.
John Midthun, 4a at 8 and 2c.
Soren Midthun, 2½a at 8 and 2c.

Deliveries are now being made of recent purchases sufficient to keep the warehouse already opened in operation. Handling will become more general soon now as the buying proceeds.

There has been but little development in the cured leaf market during the week worthy of mention. Trading is largely confined to small lots on manufacturers' orders.

Shipments 400 cases.—Reporter.

PATENTS RELATING TO TOBACCO, Etc.

879,192 Cigar machine; S. I. Prescott, New York City.

879,311 Tube transferring mechanism; R. L. Patterson, assignor to American Tobacco Co., New York City.

879,450 Cigar holder; P. Faracchion, Philadelphia, Pa.

879,594 Pipe cleanser; J. E. Simpson, Brooklyn, N. Y.

879,597 Cigar buncher, W. Sternberg, Milwaukee, Wis.

879,632 Cigar lighter; A. C. Gruhlke, Waterloo, Ind.

879,677 Smoking pipe; H. K. Saddler, Oakmont, Pa.

879,713 Waterproof self-sealing tube for protecting the mouth-end of cigars; R. H. Young, Nanticoke, Md.

879,796 Tobacco pipe; W. H. Plane, Chicago, Ill.

CORR-WILLIAMS VINDICATED.

Suit Charging Complicity with Trust Dissolved.

Jackson, Miss., Feb. 20.

Chancellor G. C. Lyell heard arguments yesterday in the case of the State of Mississippi vs. the Corr-Williams Tobacco Company et al. This suit is instituted by Attorney General Fletcher, and in which he declares the company is in a trust and in company with several other concerns for the control of business in restraint of trade, wherefore its right to do business in this State is forfeited and it should be ousted and the penalty of $5,000 per day as permitted under the statute assessed and collected. One of the largest snuff and tobacco concerns is associated with the Corr-Williams Company by the Attorney General and it is proposed to put a stop to their operations here.

Testimony was taken in this case several weeks ago, but because of limited time it was agreed that the arguments should be postponed until such day as Chancellor Lyell might be able to give a hearing. Several of the most prominent attorneys in the State are employed in the case and the legal battle will be a brilliant one.

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED
The Krohn Tobacco Co.
(of WINDSOR, CONN.)
Our Plantations are in the most famous growing section
Fine Handling Superb Quality
Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

HERMAN DELLE
York, Penna.
Maker of
Delman 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: *The* Bear, *The* Cub, Essie, and Matthew Carey

W. R. DAUGHERTY & BRO.
Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

Cigars of Quality Sell and Repeat.
Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

GEO. W. PARR
Manufacturer of
Fine Cigars
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MAKER OF
Fernside and
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Five Cent Goods
Sold to the Jobbing Trade only.
Correspondence invited

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

OLDEST MANUFACTURERS OF
PEACH and PRUNE FLAVORS
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855
FRIES & BRO.
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The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
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Standard Navy Plug
Planet Plug
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Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

PIPES.

How dear to the reflective smoker is an old pipe, mellowed and seasoned by time and use! There are men who declare that their old pipes are their dearest possessions, made so by memory, association, travel and admiration. Be that verdict true or not, old pipes inspire a passion in the breasts of their owners curious and pathetic.

Pipes grow up with men. They retain them long after they have passed the last stages of usefulness. What may be said of one pipe may be said of every kind of pipe, from the costly meerschaum and briar down to the humble and insignificant cob and clay.

To believe, as many people do, that the older the pipe grows the better it is, is entire misconception. This, however, holds good up to a certain period of time, for each pipe must improve on its individual merits.

When a pipe is first used it is raw, unseasoned and often bitter. This is true in the best as well as in the cheapest wood. Smoking gradually mellows and flavors the pipe. As the pipe gains mellowness and flavor it will lose its unseasonaleness and bitterness; it will smoke hard, and in some cases burn the wood and become untrustworthy as a test of tobacco's quality. It is impossible to say when this process of deterioration begins, as it is governed entirely by the individual smoker's practice.

The real pipe lover seldom smokes when it is hot, for if the pipe is new it may burn. Many men carry two pipes with them, and have a little pipe rack at home which holds a half dozen pipes, and they smoke them alternately. By this method pipes are given a chance not only to cool but to "season" to a particular blend of tobacco.

Pipes grow old and outlive their time, and the veteran smoker can find no other use for them but to handle occasionally and cherish for the sentimental and picturesque history which surrounded the blue and white clouds of tobacco smoke that came from them and dissolved into pipe dreams.

A pipe before the end of its days may be patched and mended with cobbler's wax thread, or a new mouthpiece be added and undergo an entire transformation from its original self.

Build Up An Auto Trade.

Automobiling is now so general a pastime or pleasure, it might be a good plan for retailers to make a bid for automobilists' trade by inducing manufacturers to name certain brands of cigars after famous or widely known racers and racing vehicles. On long journeys a box or two of smokers are a part of every well-stocked automobile—especially if the party consists wholly of men. Few men care to ride long hours in an auto without a pull at their favorite cigar. Quite a trade, it would seem, could be built up along the lines indicated by enterprising manufacturers and retailers, and it could be a profitable trade, for owners of automobiles as a rule can afford to buy smokers of the higher price grades.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
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STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nes. 84—86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
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Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
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QUAKER CITY
STENCIL and STAMP WORKS
Incorporated
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E. S. SECHRIST,
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Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
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Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
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Manufacturers of
High Grade Seed and Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge
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Daily Capacity: Five Thousand Boxes

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MANUFACTURERS OF High Grade Cigars.
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CAPACITY 75,000 PER DAY
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The Ideal Cigar Made in an Ideal Way

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5c. Brand
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Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
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A Choice 5c. Cigar
Handsomely Packed and put up in Several Popular Shapes and Sizes
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SAMPLES & PRICES FURNISHED UPON APPLICATION
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It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.
CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
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265 West Broadway, New York

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS.
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SKETCHES & QUOTATIONS FURNISHED.
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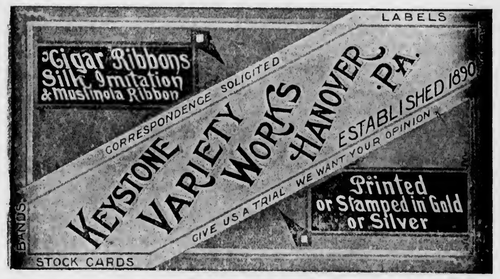

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Parmenter Wax-Lined
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Afford PERFECT PROTECTION AGAINST
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Indorsed by all Smokers, and are the MOST EFFECTIVE
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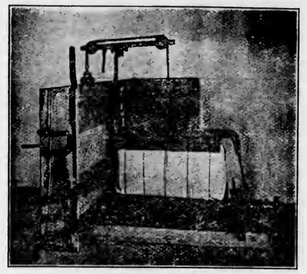
PATENTED MARCH 9, 1897



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FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

Minnich Machine Works
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
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Spanish Betune
Is extensively used in Cuba for Toning Tobaccos. It removes all mustiness or other objectionable properties, giving the desirable uniform effect considered indispensable in Leaf. It is largely used in Damaged or Defective Leaf, being an Excellent Restorer.
Acme Extract and Chemical Works, Hanover, Pa.
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TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

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Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
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IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Clear Havana	10c.
"S. B." Seed and Havana	5c.
"KATHLEEN O'NEIL"	5c.
"VUELTA SPRIGS" The Mellow Cigar	5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down

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The AMERICAN TOBACCO CO., NEW YORK

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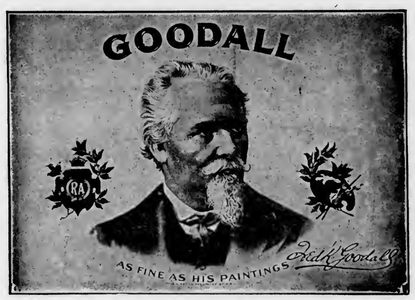

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Samples gladly submitted on application

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CHARLES M. GUDKNECHT, PRESIDENT

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231 CHESTNUT STREET
CORRESPONDENCE SOLICITED PHILADELPHIA

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
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CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Factory 1839. First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

W. W. STEWART & SONS
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Makers of
JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
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5c.

High Grade Seed and Havana Cigars
Correspondence with Responsible Houses Solicited

Wanted—CUTTINGS—SCRAPS—SIFTINGS
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, NEW YORK
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For Sale { CIGAR SCRAPS—Clean and Sound
Write Us for Prices
EMIL BERGER TOBACCO CO., 6-8-10 Gouverneur Slip, NEW YORK

THE TOBACCO WORLD

Vol. XXVIII., No. 10 PHILADELPHIA, MARCH 4, 1908 One Dollar the Year

PROTEST AGAINST THE FREE LEAF BILL.

Speaker Cannon Urged to Deny It Consideration.

President Joseph F. Cullman, Jr.' of the National Cigar Leaf Tobacco Association, has addressed a letter to Hon. Jos. G. Cannon, Speaker of the House of Representatives, protesting, on behalf of the leaf tobacco dealers in the United States, against the passage of the bill which has been reported by the Ways and Means Committee. President Cullman argues on behalf of his constituents that the passage of the bill would in effect greatly increase opportunities for fraud, and also cause a loss in revenue by the sale direct to consumers of untaxed tobacco, as well as discriminate heavily against regularly registered leaf tobacco dealers. The letter is as follows:—

New York, Feb. 25, 1908.
Hon. Joseph G. Cannon.
Speaker, House of Representatives,
Washington, D. C.

Sir:—On behalf of this Association, which embraces within its membership practically all of the registered leaf tobacco dealers of the United States, I desire to protest against the passage of the bill H. R. 17,520 recently reported from the Ways and Means Committee and entitled "A bill for the relief of tobacco growers."

The immediate effect of this measure would be to permit leaf tobacco to be sold from hand to hand practically without restriction in competition with tobacco handled by regularly registered and licensed leaf dealers, and, in the case of certain kinds of tobacco, in competition with regularly manufactured and tax paid goods upon which the Government must rely for a large part of its revenue. There can be no doubt that under this bill, if enacted, a large number of unregistered dealers would immediately begin the handling of leaf tobacco and would not only drive legitimate registered dealers out of business but would constitute a serious menace to the federal revenues, not only through competition with manufactured goods in the case of chewing and smoking types, but in the case of cigar leaf by inviting unscrupulous manufacturers to purchase material from them on the ground that the Government would have no record of the transaction.

Registered leaf dealers, especially in the cigar trade, are now required to keep costly records for the protection of the Government and to enable it to trace all tobacco which may be purchased by cigar manufacturers. The present law now permits a grower to sell direct to a manufacturer without keeping records although the manufacturer is required to enter such purchases upon his material account. Practically all the frauds now perpetrated upon the revenue result from direct purchase by cigar manufacturers from the growers, for if the manufacturer in such a case fails to enter upon his Government books the leaf so bought no record whatever of the transaction will exist.

The passage of the pending bill would greatly increase opportunities for fraud, would cause a heavy loss in revenue by the sale direct to consumers of untaxed tobacco in condition for consumption and would discriminate heavily against regularly registered leaf dealers. For these reasons we earnestly hope that the pending bill will be denied consideration.

Respectfully yours,
(Signed) Jos. F. Cullman, Jr.,
President National Cigar Leaf Tobacco Association.

PREMIUM COUPONS

May be Abandoned by the U. C. S. Co. Experiments in Cleveland. Stores to be Increased in Number.

Cleveland, O., Feb. 26.

Entire abandonment of the coupon system is believed here to be the general policy of the United Cigar Stores Company. It is understood that the throwing out of premium certificates in the Cleveland stores will be followed by similar action in those at Toledo and Cincinnati.

The giving away of coupons with cigarettes was discontinued at the "United" stores in Cleveland some months ago. The experiment proved conclusively that their cigarette trade could be held without the aid of certificates, it is announced, therefore the decision to abandon the practice altogether. This information comes through one who holds the confidence of the officers of the United Cigar Stores Company and his statements are corroborated by the events of the past week. He states that the percentage of expense in sustaining the premium department of the "United" nearly equals the percentage of rent in every city where the stores are installed, and in some instances the premium expenses are even greater.

The officers of the company have decided to forestall any possible aggregate loss of trade by opening a number of new stores, at least fifty per cent. more stores in some cities, while in others they will double the number of stores, the expense of this increase in the number of stores being less than if the coupon system is continued.

The cost of the "United's" coupon system last year amounted to about $1,300,000. Even though the company should lose a large per centage of their trade, which they claim is improbable, with the 50 per cent. increase in the number of their stores they would still be ahead. In fact the amount of money spent on premiums would pay the expense of opening and operating the added 50 per cent. of stores.

The energy with which the managing officers of the "United" are carrying out the plan to introduce these important changes is shown by the activity of their agents in Cleveland. Louis J. Lee, John H. Blood and E. C. Taylor, the heads of three different real estate operating concerns of Cleveland, have been requested to find ten new locations for the "United." It is doubtful if all will be opened immediately, but there is no question that at least five new stores will be in operation within a few weeks. There are at present in Cleveland four "United" stores which have flourished since the company invaded the city three years ago.

Farmer Sent Back with Crop.

Carlisle, Ky., Feb. 28.

Matt Maloney, a prominent farmer near Moorefield, this county, was waited on by a band of neighboring tobacco growers today, and ordered to return home with twenty-one hogsheads of tobacco, which he had prized and started on wagons to this point, where they were to be loaded and shipped to some market to be sold.

It was seen that the farmers meant business, so Maloney complied with their wishes. It was no disorderly crowd, but was composed of the very best citizens in this county. Cars were already on the tracks at Carlisle, awaiting the tobacco.

Tume Allington, who does not belong to the pool, was notified that if he delivered his tobacco before April 1 he stood in danger of having his house and barn destroyed by fire.

He promised he would not sell before then, and one of his neigbhors went on his bond to keep his promise.

Infernal Machines for Tobacconists.

Versailles, Ky., Feb. 27.

While Assistant Postmaster Kelly White was stamping the incoming mail here, a cartridge in an envelope which was being sent through the mails exploded. An investigation proved that the letter in question was one of the twenty which were received in the same bundle of mail matter at the Versailles office and each, in addition to the blood red warning to the party addressed, contained a cartridge and a match, indicative, no doubt, of the intention of the sender should the warnings not be heeded.

The investigation established the fact that the letters were mailed in a street mail box in Georgetown, Ky.

Of the twenty received here, it was learned that one was received by each of the following farmers: C. B. Sullivan, Will Edwards, David Watts and James Turner.

The signatures to the threats are the initials N. R.

Fear is entertained as to the result of the letters sent out to the Woodford members as none knows the size of the organization behind the move. The letters were sent alike to members and non-members of the Equity society, but in every instance the party addressed is said not to be in sympathy with the raising of no tobacco crop this year.

Growers Defy Organization.

Lexington, Ky., Feb. 27.

Dr. F. F. Bryan, of Scott county, one of the largest tobacco growers in Central Kentucky, owning five farms, in an interview here says he is opposed to cutting out the 1908 tobacco crop, and declared his intention of raising a larger crop this year than before. Dr. Bryan has steadfastly refused to ally himself with the Society of Equity, and although threats have been made against him for his independent attitude they have had no effect. He brought a large consignment of tobacco to Lexington for sale on the local breaks.

Conference on McChord Bill.

Louisville, Ky., Feb. 27.

The report that the Green river 1906 crop of pooled tobacco has been sold to the American Tobacco Company is a mistake in the opinion of several of the most prominent local tobacco men, and it is said that no meeting was held in this city at which this matter was discussed.

"The only meeting that has been held in this city," said a prominent official of the Louisville Tobacco Warehouse Company last night, "was an informal meeting held last Monday afternoon at the Old Inn, when several of the tobacco men from the Western section of the State, who have been to Frankfort to oppose the McChord tobacco bill, met some of the local officials and discussed the general situation."

Among the tobacco men from the Western part of the State who were in Louisville Monday and who were returning from Frankfort were S. B. Lee, Secretary of the National Tobacco Growers' Association; George M. Taylor, Secretary of the Home Warehouse; S. T. Burns, of the Home Warehouse, and L. M. Massey, of Owensboro.

Indiana Will Increase Acreage.

Jeffersonville, Ind., Feb. 27.

Many farmers in Clark county, who are watching the Kentucky tobacco-growing situation, have been approached by representatives of the American Tobacco Company, making inquiry if they would increase their tobacco acreage, and what sort of crop they would be able to raise. A farmer in Charlestown township, who has given the matter attention, said that 100,000 acres of tobacco will be planted in Southern Indiana next year. He says there is plenty of suitable soil, and that tobacco will grow satisfactorily upon all the limestone soils of the Ohio river counties.

A considerable quantity of tobacco is already grown in Clark county, still it is inconsiderable as compared with some other Indiana counties, the crops being confined chiefly to one or two townships. The probability is that the crop will be much increased next year.

Buying Slowly In Wisconsin.

Madison, Wis., Feb. 28.

Tobacco buyers have begun to travel about among the farmers purchasing a few crops. There is no very active work and all the men are just looking over crops with a view to future purchase.

"Good tobacco is being sold for ten cents a pound," said one of the buyers. "Many of the farmers seem glad to get this. Only in a few cases have I found crops worth more than this. This seems to be about the average price. The crop will not be bought up very fast, owing to the money stringency, which makes it impossible to invest much money until last year's crop has been marketed."

E. A. CÁLVES & CO. HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

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Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut, is a fac-simile, in its actual size, of the Precinta or warranty stamp which is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these stamps, were made in Cuba by the Independent Manufacturers.

Thus a copy of that warranty stamp attached to any box of Cigars and Cigarettes or to any packages of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Habana, Cuba, with the genuine Tobacco Leaf grown in the famous Vuelta Abajo

DON'T FORGET THIS, RETAILERS, IMPORTERS AND DISTRIBUTORS.

COLORS OF THE PRECINTA: Black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

Home Cigar Co. Organization.

Bloomington, Ill., Feb. 28.

The Home Cigar Company, an organization of independent cigar manufacturers, held a two days session at the National Hotel in Peoria, taking in new members and planning their campaign against the tobacco trust.

Four meetings were held in the assembly room. A plan of attack on the tobacco trust was formulated and the new by-laws were adopted. Immediately following this meeting the stockholders and members met and discussed the work for the coming year.

This association was organized on January 7, this year, 138 independent manufacturers of the States of Ohio, Missouri, Indiana, Illinois and Iowa becoming members.

According to the members of the new organization the small independent cigar manufacturer, the real employer of union labor, has been losing ground on account of the superior advertising and distributing facilities of the trust. These two main factors of the tobacco trust are expected to be overcome by the new organization.

The officers of the company are as follows: President, J. F. Ball, Springfield, Ill.; Vice President, J. Buckley, Peoria; Secretary, E. A. Whitney, Kewanee; Treasurer, W. A. McGuire, Kewanee. The board of directors are Messrs. Ball, Buckley, Whitney, McGuire, Tobin, Peoria; Botteger, Davenport; J. I. Brannon, Streator; Ambroseius Ferch, Davenport, and W. H. Remick, Kewanee.

Connecticut Prices Low.

Windsor, Locks, Conn. Feb, 28.

Tobacco buyers have been around again this week, looking over the crops of several growers in this vicinity and making a few purchases from some smaller growers. Prices remain at the low rate that has prevailed since the crops were cured and began to move, ranging from 8 to 12 cents. The latest sales reported are the crops of Thomas McNamara, Payne Cleveland and Mrs. H. Warburton on Elm street and three or four growers near Hayden station. Bushman of Westfield, Haplin of New Milford and some New York buyers have been on the ground this week, and some others have had their agents casting about to get their eyes on the crops and see how they have cured down. One big grower who finished sorting his crop last week found that it turned out nearly 20 per cent. of the valuable lights that are eagerly sought.

Sanchez & Haya's Narrow Escape

Tampa, Fla., Feb. 26.

Sanche & Haya's cigar factory, which is located at the corner of Seventh avenue and Fifteenth street, was discovered to be afire recently. An alarm of fire was turned into the department, which immediately responded, but the flames were put out with a few buckets of water before the engines arrived.

Indianapolis Factory Fire.

Indianapolis, Ind., Feb. 27.

The cigar factory of Moses Wolf, at 28 North Delaware avenue, was recently damaged by fire and a large quantity of leaf tobacco which he had on hand was badly injured. Mr. Wolf is one of the oldest manufacturers here.

It was at first thought the fire might have been caused from a defective electric wire, but after a thorough investigation by the owner of the building he declared it must have been of incendiary origin.

Northern Wisconsin Leaf Tobacco Co.

PACKERS OF AND DEALERS IN

Northern Grown Wisconsin Tobacco Exclusively

LA CROSSE, WIS.

STEPHEN F. KETRAN

Interior Wood.. Work..

Makes a Specialty of Fitting Up Cigar Stores

Bank, Church, Office, Store Fixtures and Special Cabinet Work

1615 to 1623 McKean St., Philadelphia

AWARDED GOLD MEDAL at Jamestown Exposition.

White Rolls Cigarettes

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Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

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Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

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DEALERS AND PACKERS OF

Domestic Leaf Tobacco of All Kinds

CONNECTICUT A SPECIALTY

Office and Salesroom:

313 and 315 West Grant Street

Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

S. Weinberg

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

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Tobacco

Norristown Tobacco Works

Keyno HAVANA SHORTS 2 oz. 5c.

NORRISTOWN, PA.

Manufacturers of

Havana Shorts

Private Brands for Jobbers a Specialty Samples submitted on application

L. J. SMITH & CO.

Wholesale Cigar Manufacturers

and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

Established 1895 Telephone Connection

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Manufacturer of

Fine Cigars

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Special Lines for the Jobbing Trade

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SUCCESSORS TO

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Growers, Packers and Importers of

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NEW YORK 165 Front Street

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In VUELTA ABAJO at PUERTA de GOLPE
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" " " SANCTI SPIRITUS

Factory Vegas a Specialty

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Commission Merchant

Leaf Tobacco and Cigars

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GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

Lower Prices in Havana Attract Leaf Buyers.

More Than Five Thousand Bales Changed Hands During the Week. Trouble Brewing Among the Striking Cigarmakers. Central Committee May Possibly Lose Its Grip as Workers Begin to Think Over the Situation for Themselves.

Special Correspondence of The Tobacco World.)

Havana, Cuba, February 24, 1908.

As correctly foreseen in my letter of a week ago, our market has shown more life, and it seems that the buyers onw here are more disposed to operate upon the lower basis of prices.

Business in the United States evidently is getting back to its accustomed volume, although curtailed possibly by restricting its amount more upon a shorter credit or cash basis, and which is certainly a healthy sign. The system in vogue in the United States, to give long credits, may be productive in doing a larger business, but it is liable to create also an over-production or inflation, which sooner or later is bound to lead to a crash like we have seen last year. The reaction experienced since that time has only been natural, and in order to restore a normal state of affairs it is better that the manufacturers and dealers confine themselves to smaller purchases at a time, and which they can repeat if necessity should warrant the same. Of course the local dealers would prefer to do a larger volume of business just now, in order to get rid of their surplus holdings, and for this reason have lowered their asking prices considerably.

The proximity of the coming crop has also a great deal to do with the lowering of figures, although it is still impossible to say how much there will be of good tobacco and how much of poor, or what the final quantity may be. Time will solve this riddle in due order, but in the meanwhile it would behoove all prudent merchants to avail themselves of the opportunities which our market offers them. There is enough good tobacco to be found in the Havana market, and prices are surely low enough if compared with the figures which ruled a year ago.

Sales

during the week total 5,148 bales, divided thus: Vuelta Abajo, 1,050; Partido, 900; Remedios, 2,898 and Mayari, 300 bales. Our American buyers have taken 3,598 bales, exporters for Europe, 1,050, and the local cigarette and small cigar manuafacturers, 520 bales.

Buyers Come and Go.

Arrivals.—F. Egerton, of Egerton & Joel, Boston; Angel Cuesta, of Cuesta, Rey & Co., W. E. Fisher and A. Mistal, of Gonzalez, Fisher & Co., and Alvaro Garcia, of Garcia & Vega, Tampa; Julian Llero, of Garcia & Co., M. Herzog, of P. Dennerlein & Co., and Antonio Rocha, of Antonio Rocha, New York; Max Pflaum, Minneapolis; Walter E. Sutter, of Jacob Sutter & Sons, Chicago; E. Reichert, of Reichert & La Boule, Milwaukee; H. Korn, of Armas de Oro Factory, Key West.

Departures.—Sol Hamburger, August Biedermann, Julian Llero, E. W. Russell, and John H. Goetze, for New York; Godfrey H. Mahn, for Philadelphia; Harry Cohn, for Chicago; F. Egerton, for Boston; Max Pflaum, for Minneapolis.

Havana Cigar Manufacturers

are watching with keen interest the growing dissensions among the cigarmakers themselves, as a large part of the best workmen are dissatisfied wtih the management of affairs by the Central Committee of the Federation of Labor. The workmen of H. Upmann (an association formed for mutual help and protection, owning real estate which it sells to its members upon very easy and favorable terms) insisted that the Central Committee call a meeting of cigarmakers for last Friday, the 21st inst. At first the Central Committee tried to bulldoze the petitioners, but finally gave in. While the meeting has not yet resulted in any formal action to declare the strike off, there

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H. UPMANN CIGARS

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R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista Neptuno 170--174 Special Partner—Gumersindo Garcia Cuervo

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

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QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

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Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ **B. DIAZ & CO.** R. RODRIGUEZ

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

8

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

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Cable Address: "JOSECAYRO" Correspondence Solicited in English

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM *Habana*

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

was, however, a clash of the opposing elements which were for and against a continuance of the strike, and it is said that even weapons were flourished to intimidate those cigarmakers who wanted to work. As hunger is surely the most potent factor in human life, it is but reasonable to suppose that the strike must be upon its last legs and is bound to collapse shortly.

Romeo y Julieta is working with over 200 men at its branch factory at Artemisa, and its good cigarmakers are only waiting until the owners have enlarged their facilities sufficiently to seat more men, when perhaps 100 additional hands may be employed there.

The other independent manufacturers are either increasing their working forces in the country or are devising means to open up in neighboring villages or to come to terms with their men here in order to resume operations.

The trust, on the other hand, has commenced to work only four days out of six during the week, owing to slack orders and a large stock of cigars on hand for which there is little or no demand.

Buying, Selling and Other Notes of Interest.

Alfred and Victor Ettlinger, of E. Hoffman & Sons, have started in to purchase freely of all kinds of leaf, having already acquired 700 bales, and are apparently in the market for more goods.

Sobrinos de A. Gonzalez sold 600 bales of tobacco during the week, and shipped 500 bales to the Spanish Regie by the Spanish mail steamer which left here on the 20th inst.

Sol Hamburger, who left on the 15th inst. for New York, was quite a large buyer and, if correctly reported, purchased nearly 1,000 bales in all during his stay here.

Sylvester & Stern made some very good sales to their customers, as they shipped 400 bales of Vuelta Abajo and Partido by the last steamer to New York.

Harry Cohn was a buyer to the extent of 400 bales.

Perez & Obeso disposed of 200 bales of fine Vuelta Abajo vegas.

August Biedermann was unfortunately handicapped by his health, in not getting what he came for, but he left in good health by the steamship Havana, and has options on quite a number of fine vegas, samples of which he has taken along with him.

Suarez Hnos. closed out 100 bales of Vuelta Abajo.

F. Egerton was quite a heavy buyer of fine vegas of Remedios and Vuelta Abajo.

A. M. Calzada & Co. made some sales of leaf to local manufacturers.

RECEIPTS FROM THE COUNTRY.

	Week ending Feb. 22 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,285	9,173
Semi Vuelta	274	928
Partido	4	167
Matanzas	—	253
Remedios & S. Clara	1,208	11,263
Mayari	23	1,143
Total	2,794	22,927

DISASTROUS FIRE IN TAMPA.

A Section of the City Wiped Out. Five Cigar Factories Burned. Loss $600,000.

Tampa, Fla., March 1.

The entire extreme northeastern section of the city proper was destroyed by fire, which raged from 9 a. m. to 1 p. m. today. The area burned covered 55 acres and 308 buildings were destroyed, with a loss estimated at $600,000.

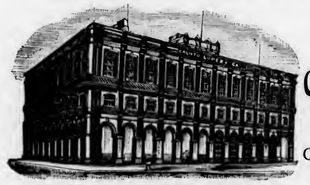
The burned section included four large and one small cigar factories, and numerous restaurants, saloons, boarding houses and over 200 dwellings occupied by cigarmakers. The factories burned were those of M. Stachelberg & Co., loss $100,000; M. Perez & Co., loss $50,000; Gonzalez, Fisher & Co., loss $40,000; Esberg, Ginst & Co., loss $40,000; Fernandez & Brother, loss $20,000.

All the factories carried large stocks of tobacco and cigars. The fire originated in a boarding house, and fanned by a strong wind spread out, fan-shaped, defying the efforts of the entire city fire department, which was crippled by weak water pressure. Occupants of 200 dwelling houses, thrown into a panic, rushed out, attempting to save but little of their belongings. One fatality is reported. A Cuban woman dropped dead from the shock, her body being rescued from the burning house with difficulty.

In the Stachelberg factory a solid silver case was destroyed in which cigars of the firm were displayed at the world's fairs and expositions, valued at $25,000.

At the home of Miguel Rodriguez, a cigarmaker, the corpse of a child in a coffin awaiting funeral services was cremated.

EDEN CIGAR FACTORY



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HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market
Correspondence solicited in English

Monte 156, P. O. Box 595 HABANA, CUBA Cable: "Calda"

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Mendelsohn, Bornemann & Co.

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and Commission Merchants

New York Office: 196 WATER STREET

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JOSH BILLINGS

5c. Cigar

"There hain't none better than the best."
—JOSH BILLINGS.

This Is the Best.

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship. Finest package.

I. LEWIS & CO.

Makers,

Established 1870. **Newark, N. J.**

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Importers of HAVANA TOBACCO

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
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IMPORTERS OF
SUMATRA TOBACCO
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Amsterdam, Holland.
OFFICE:
183 Water St.
NEW YORK
Cable Address: "HERE."

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World

New York, March 2.

New York Leaf Market.

No unusual developments have occurred in the leaf tobacco market during the past week, and a very moderate business consisting of small lot sales constituted the week's transactions. Extensive operators are becoming interested, to a greater or lesser extent, in the buying movement now going on in several of the cigar leaf tobacco producing States, but they are going ahead with extreme caution, carefully selecting all crops which they really buy.

The great falling off in the production of cigars, etc., throughout the United States has had its certain effect on the leaf market, and although, even if a reduced output should continue for some time, the figures are still large enough to show conclusively that there will be needed all the good tobacco available, and consequently goods still in the hands of original holders will eventually find their way into the hands of manufacturers, all of whom must sooner or later replenish their stocks of raw material.

In the meantime the market conditions have not yet materially affected the price for the really most desirable goods. The reported sale of a packing of Pennsylvania Broadleaf at what seemed a very low figure was current on the streets, but it was ascertained that the particular lot of tobacco was not the most desirable and could not have commanded a much higher price than it is reported to have been sold for.

The Sumatra market has been normal and steady, notwithstanding the fact that the first inscriptions for the 1907 goods are now near at hand. There was a moderate business reported for the week.

Havana tobaccos are beginning to attract a little more attention. Sales have increased on the island, and so have importations to the United States.

• • •

The Cigar Industry.

This branch of the trade is feeling keenly the general falling off in output for the past few months. The official figures from Washington became public late last week, and they show a reduction in the output of cigars for the month of January, 1908, as compared with the corresponding period of last year, of 119,000,000. There had been some hope that the month of February would show results that would be a little more favorable, but the possibility of such a result is now despaired of. It is hoped that the month's output may not show an even greater proportionate reduction than January and December showed.

• • •

Smokers are Best.

Dr. George L. Meylan, physical director of Columbia University, has just completed statistics showing the effect of the use of tobacco upon 687 new students, mostly freshmen, who have entered Columbia in the last two years.

Dr. Meylan has found that the physical condition of the smokers—that is, their weight, height, lung capacity and total strength—is, on the average, better than that of the non-smokers.

• • •

Julius Marqusee Retires.

Julius Marqusee, of the house that bears his name, has retired from active business, and is now recuperating at Atlantic City. The firm of Julius Marqusee & Co. consisted of Mr. Marqusee and Mr. Leopold Loeb, of Philadelphia, and the interest of Mr. Marqusee has now been taken over by Mr. H. N. Gitt, of Hanover, Pa., who has upon previous occasions been a business associate of Mr. Loeb.

The business will be continued under the old firm name, and at the present location. It is generally believed that Mr. Marqusee will again enter the trade, after a prolonged rest, if he recovers his usual vigor and good health.

• • •

Roads Leading to Amsterdam.

There will be many roads leading to Amsterdam for a few week's now, and a more than usually large number have found the way. It will be a thoroughly representative gathering from the principal houses in the trade.

Louis P. Sutter, of Louis P. Sutter & Bros., sailed on Saturday last, on the steamer Rhyndam.

August Eisenlohr, of Otto Eisenlohr & Bros., Philadelphia, left New York on Wednesday last.

John H. Duys, of H. Duys & Co., will set sail on Tuesday (tomorrow).

Benno Neuberger, of E. Rosenwald & Bro., will sail on Tuesday.

Kaufman S. Falk, of G. Falk & Bro., will also leave for Europe this week.

Bernard Liberman, of Philadelphia, arrived in New York and will sail tomorrow for Amsterdam, to attend several of the early inscriptions, after which he will travel in Europe for a few weeks, intending to return to this country in about six weeks.

• • •

Additional Facilities for Berger.

The business of the Emil Berger Tobacco Co., has increased at a wonderfully rapid rate during the past few months during which Mr. Emil Berger has headed the concern, and arrangements have been completed for an early enlargement of their plant by taking up for their own use the entire buildings at Nos. 6-8-10 Gouverneur Slip. In order to utilize the additional space to its fullest advantage the offices will be installed on the ground floor. They will be fitted out in a thoroughly modern manner, and convenient in every detail.

This house is an extensive handler of cuttings, scraps, siftings, etc., a considerable portion being exported, and they are always in the market for the class of goods of which they make a specialty. Their position is such that they can supply manufacturers with raw material at advantageous prices.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER
Monroe D. Sellers, Sellersville, Pa.

For Sale

Either for Cash

or

For Tobacco

or

Other Article of Value,

Twenty-nine shares of International Tobacco Company stock, in any amount, from one to twenty-nine shares.

Suite 228, 45 Broadway, New York City.

E. A. CÁLVES & CO. ....IMPORTERS of C HAVANA, 123 North Third Street PHILADELPHIA

SIGN OF TRADE RECOVERY.

The first industry to feel the effect of the recent financial depression, and an industry which it may freely be admitted does not deal in a necessity but in a luxury, was the tobacco trade, and the first industry to recover and to prove itself a barometer of returning confidence has been the steady increase in sales of manufactured tobacco in all parts of the country and especially in New York," said George J. Whelan, President of the United Cigar Stores Company.

Mr. Whelan expresses his confidence in the re-establishment of normal conditions, not as a matter of theory but as a result of a study of his own business, which he knows to be very sensitive to the influences that make or shake confidence.

"I think I speak fairly when I say that our corporation is representative of the retail tobacco trade of this country.

"The surest indication of retrenchment in expenses as shown in our trade is the increase in the sale of pipe tobacco and the falling off in the sale of cigars that retail for fifteen cents each, or two for a quarter. This became manifest immediately after the first financial flurry following the suspension of the Knickerbocker Trust Company, Oct. 22, and the subsequent troubles in other institutions brought about by an absolutely senseless fear, as events have proved. The sale of cigars fell off almost immediately, but the cigarette sales were affected in only a slight degree—and that is one of the curious results of mental unrest, which necessarily follows financial disturbances. It has been observed by students of the phenomena—if you can give it such a title—that the smoker of cigars cuts down his supply the moment he is distressed, but that the cigarette smoker goes to the opposite extreme and consumes more than he would ordinarily."

THE LOCAL TOBACCO NEWS

The leaf tobacco trade is heaving a sigh of relief, we hope, for it has experienced a period of weeks of the slowest business generally speaking, that has been the case in years. True, dealers have all done some business, but it was mostly of such a small nature and so little sized up to what was expected that no material headway was made, and yet this city has so far and, under the circumstances, been extremely fortunate in having no really bad failures in the trade, which seems to be in a pretty sound condition generally, and fully ready for any revival in business, when such shall be our good fortune.

During the past week there was again only a moderate volume of business done, but now that February is over, which is usually looked upon as an off month, better things are being looked for.

Manufacturers are working steadily for the most part, but with only sufficient orders ahead to keep their usual forces at work on fair time. Certainly none are rushed and no one is seeking additional hands at present.

The statement published elsewhere in this issue to the effect that the United Cigar Stores Co. would abandon premium coupons at their Cleveland, O., stores, does not affect Philadelphia, as indicated by a postal issued under date of February 26, 1908, and which reads as follows:

"Dear Sir:—Saturday next, Feb. 29, is 'Leap Year Day.' As a reminder, we will give double certificates on that day only. Come and take advantage of the deal at this store."

The postal was issued from store No. 53, which is located at 933 Chestnut street.

Edward T. Colgan, of the Greene & Colgan Co., has been on a week's business trip among his old customers, where he was cordially received, and brought back with him a good sized pack of orders.

Victor Neuman, local representative of Larus & Bro. Co., of Richmond, has been on a several weeks trip through Pennsylvania and found the demand for his firm's product was gaining steadily. This trip is proving very satisfactory.

Mr. Mahle, with the leaf house of John H. Goetze & Co., of New York, was calling on his friends in the Philadelphia trade this last week.

P. F. Murphy, of the P. F. Murphy Co., wholesale dealers and jobbers at Sixth and Cherry streets, and who has been confined to his home by illness for several weeks, has now so much improved that he makes visits to the office on fair days.

M. C. Miller, of Hartford, Conn., leaf tobacco packer, is covering the trade in Pennsylvania at present, and was last week in this city.

J. C. Kirk & Sons Co., on North Third street, wholesale druggists, have become financially embarrassed, and are now in the hands of a creditors' committee. This committee has issued a statement to creditors showing the total assets and liabilities, and also announce their belief that under their plan they will be able to pay 100 cents on the dollar.

The house also handled some cigars, but its indebtedness in the tobacco trade was not very heavy. A large majority of the creditors have already assented to the plans of the creditors' committee.

Harry W. Bremer, of Lewis Bremer's Sons, is sojourning among Florida pleasure resorts, on a strictly pleasure trip. Mr. Hannis, of the firm, announces that their business has been keeping up agreeably well during February, and was really good during January. All of the firm's several salesmen are doing good work, and securing a good share of trade. H. E. Spannuth, who has been with the house a number of years, continues to call on his trade as usual, and Horace C. McComas, who joined the selling staff several months ago, is doing well, at present in the East.

B. Liberman, who several years ago was prominently identified with the trade, will leave for New York today, and sail on the steamer Kaiser Wilhelm II. for Europe. He expects to arrive at Amsterdam in time to attend several inscriptions of Sumatra tobacco.

John N. Kolb, of the Theobald & Oppenheimer Co., sails this week for Amsterdam, in accordance with his usual custom of attending the Sumatra inscriptions.

A. C. Eisenlohr, of Otto Eisenlohr & Bros., left for Europe last week.

The products of Melachrino & Co. are being now pushed in this market by Mr. Gay, as the local representative of the house.

W. A. Lahr, a cigar manufacturer of Red Lion, was a visitor in Philadelphia this week.

Henry Bauer, with L. P. Kimmig & Co., left on Sunday night for a trip to the West. His first stopping off place will be Pittsburg.

Simon Schloss, traveling for K. Strauss & Co., returned last week from a trip through Pennsylvania. George Kaufman, with the same firm, is at present covering the South, including Baltimore, Washington, Richmond and other points.

TAMPA'S FIRE LOSS $800,000.

One Thousand People Homeless; 4,000 Out of Employment.

Tampa, Fla., March 2.

The total loss by the fire on Sunday is now estimated at $800,000. The buildings burned were mostly cigar factories and residences of the men employed in them. The fire raged for four hours, and 1,000 persons are homeless while 4,000 who depended on the factories for employment are out of work. The fire is said to have been started by a man falling asleep with a lighted cigarette in his mouth, from which the bed clothing was ignited.

THE TOBACCO WORLD

ESTABLISHED 1881 INCORPORATED 1902

Published Every Wednesday

BY THE

TOBACCO WORLD PUBLISHING CO.

No. 224 Arch Street, Philadelphia

Cable Address, "Baccoworld." Havana Office, Prado 36, Altos.

ADVERTISING RATES ON APPLICATION.

By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy.
Foreign Subscription, for all Countries of the Postal Union and Canada, $2 00 the Year.

Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, MARCH 4, 1908.

BOSTON BUSINESS BREVITIES.

Retail Trade Continues Quiet, but Hopes of a Speedy Revival are Entertained.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., March 2.

Trade conditions are still quiet in this section, but, as the reports coming from other parts of the country are of a worse nature, we can consider ourselves mighty lucky.

Retailers and jobbers are placing orders for future deliveries, and every one looks for an improvement within the next few weeks.

The cigarette business must be on the improve here, judging by the many different brands being pushed by salesmen. Surbrug Co. are advertising their Egyptian Arabs and Dolma; Khedivial Co. are working on the Samaris, Oxford and Alma, their new beauty package; Melachrino & Co. have a salesman located here doing missionary work on their brands; Nestor Gianaclis & Co. have four men doing display work and selling their Nestor and Royal Nestors; Mentor Co. are plugging their Ramly brand—each package contains handsome cigar bands; Menashi-Khoury Co. are still getting a good share of the business on their Menashi and El Ahram. The Turco American Tobacco Co., N. Y., is about the only firm which has not a representative located here, and in consequence their Omega and Kef brands are fast dropping by the wayside since Brother Morris was taken from this section. Shinasi Bros. have a representative here now working on both Prettiest and Naturals, and the Phil Morris Co. have a hustling representative in Brother Woods, who is doing nice work on both Unis and Cambridge brands Johnny Brooks has been showing samples of the new Savory cigarette, and I understand that a Mr. Crawford is to be permanently stationed here to book this new brand.

George Russell (Allen Tobacco Co.) reports a good sale on the Telonettes; in fact during the past month Mr. Russell sold close on to a million Telonettes in these haunts.

George Cawthorne (Whitelaw & Co.) has returned from a trip to New York and is now offering the trade a good gratis deal on the Glorifier little cigar, and as this brand is now bearing the union label it ought to sell well. Anyway, George is the man for it, and I expect to see him make a good showing.

Through advices received from Baltimore about the financial difficulties of A. M. Pacholder & Co. (makers of short smokes) it is expected that a speedy settlement will be made. A few of our Boston tobacconists are stockholders in the concern.

J. McGreenery, maker of the Poet and Marksman cigars, has just launched a new brand of nickel goods on the market, called Sagamore. It goes to the retailer at $30 per M., less 2 per cent.

C. Zevitas & Bros. have made many alterations in their Dover and Washington streets store, and will now cater for cigars and tobacco on a larger scale. J. Casey is the manager of the cigar department, and is up to date in every respect. This store features Gans Bros. clear Havana cigars in many sizes.

For Genuine Sawed Cedar Cigar Boxes, go to Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

Take no other but the Genuine

Established 1869

Incorporated 1893

Juan F. Portuondo CIGARS

Registered in U. S. Patent Office

Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark and Signature of Juan F. Portuondo

There are more IMITATIONS of this old established and JUSTLY FAMOUS brand of cigars than any other cigar in the world.

MANUFACTURED ONLY BY

The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia.

M. Barnett, New York leaf dealer, after spending several days in this section returned to New York Saturday night.

Mortimer M. Frank, a New York cigar broker, also left on Saturday for home, after being here for the past four weeks.

The new gratis deal on Tolstoi cigarettes—three packs of Helmar with every 500 carton—is taking nicely.

Surbrug Co., New York, are doing a nice business here on their Players sliced plug, which is put up in 2, 4, 8 and 16 oz. decorative tin packages. B. B. Bates has placed this tobacco in all our leading stores and the sale of same is very encouraging.

Green sisters have re-opened the miniature cigar store at 4 State street.

Miss F. I. Morrison has purchased the cigar stand in the Barrister Hall Building on Pemberton Square.

M. Falk (Falk Tobacco Co., N. Y.) is in town and is taking orders for Champagne Cocktail, a 20 for 10 cent package, similar in style of package and quality to the Fatima, a brand which is selling a little here at present.

Ben Ali.

SPECIAL NOTICES.

(12½ cents per line, 8-point measure)

FOR RENT—Cigar Factory, 32 by 80 feet; 3 stories; steam heater; elevator; good lighting system. Located on Phila. & Reading Ry., very close to depot. Low rent; good cigarmakers. Apply to Box C, Coopersburg, Pa. 3-4h

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LaSalle Street. CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

We Want to Send FREE
To every Cigar and Tobacco Man
Our NATIONAL CATALOGUE of Tools, Supplies and Novelties
a reference book that makes buying easy and profitable.
Make your request on your letter-head today.
NATIONAL SELLING COMPANY
Allentown, Pa. 11-13ch

L. BERNFELD
Cigar Broker
West Haven, Conn.
2 5tf

Pennsylvania Tobacco Seed
Scientifically grown and separated; 1,800 to 2,000 lbs. per acre; packets, 25 and 50c. Separated seed in 2½ lb. lots and up, $4 per lb.; single lb. $5.
John S. Weaver, Tobacco Breeder, Kinzers, Pa.
2-5t

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
NEW YORK
ESTABLISHED 1840 CABLE: "NARGIL"

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

Monroe D. Sellers, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

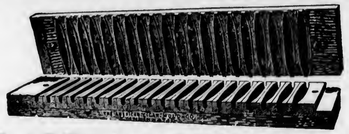
SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers
Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & Co.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart
Dallas Cigar Co
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna



SAVE AGENT'S COMMISSION

Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.

Send for our Catalogue of 1,500 Shapes

The American Cigar Mold Co., Cincinnati, O.

FLORIDA TOBACCO EXHIBITS.

Two Companies Growing Tobacco in Gadsden County Make Good Showing at the State Fair.

Jacksonville, Fla., Feb. 26.

The tobacco exhibit of Gadsden county is the only one of any considerable size of this product at the State Fair, and its inspection is a source of great interest and instruction for the great throng of visitors who daily crowded into the space of the display.

The principal displays are made by the Owl Commercial Co. and the Thos. L. Ward Co., both extensive growers in the section around Quincy, and who have helped so materially in making the name of the town famous.

W. M. Corry, the genial manager of the Owl Commercial Company, never tires of sounding Gadsden's praise as the champion tobacco producer of the State, and when in the Gadsden booth he was continuously surrounded by an interested audience listening to his graphic and felicitious description of her great resources.

A. T. CO. FAVORED

By a Resolution of the Louisville Board of Trade.

Louisville, Ky,. Feb. 29.

At a meeting of the directors of the Board of Trade in this city recently, resolutions were unanimously adopted against agitation having for its object the driving out of the State of the American Tobacco Company. Such a result, it is claimed, would throw out of employment thousands of persons in this city and State, now receiving more than $75,000 weekly, and would have the additional effect of deterring other manufacturers who desire to enter the State of Kentucky from coming here. This action was taken because sundry and divers bills have been introduced into the Legislature directed against the largest employers of labor in this city.

It was resolved also that a copy of these resolutions be sent to the Representatives at Frankfort, urging them to be conservative and reasonable in their demands and to make such laws as will assist in building up the city and State.

TOBACCO MERGER UPHELD.

Court of Errors and Appeals Refuses to Set it Aside.

Trenton, N. J., March 2.

The Court of Errors and Appeals today gave a decision sustaining the Court of Chancery in the matter of the suit of Richard T. Dana to have set aside the merger of the American Tobacco Co., the Continental Tobacco Co. and the Commercial Tobacco Co., under the name of the American Tobacco Co. The Chancery Court had refused to set aside the merger.

The Court of Errors and Appeals bases its decision entirely on the grounds of delay on the part of Dana in bringing his suit.

Box Factory in New Location.

Lancaster, Pa., March 3.

J. Frank Bowman, proprietor of the Gilt Edge Box Factory, one of the oldest in Lancaster, has secured new quarters on North Cherry street, in a building formerly occupied by Miller for similar purposes.

Mr. Bowman's business has grown very rapidly during the past few years, and especially the manufacture of packing boxes, so that larger quarters had become a necessity.

Auctioneer for the Trade.

The real estate firm of Essig & Buch, of Lititz, Pa., has a large clientele among members of the tobacco trade, and in addition Mr. Essig, of the firm, is also an auctioneer who has a number of notable sales to his credit. In fact, he makes it a specialty. Their announcement, which appears in our advertising columns, should be of interest to all who contemplate any business of that kind in that territory.

—R. M. Benitez Cigar Co., of Tampa, Fla., has been incorporated with a capital stock of $10,000. The officers are R. M. Benitez, President, and R. L. Richard, Secretary and Treasurer.

J. H. LIEFTINCK & ZOON
Sworn Tobacco Brokers
Office and Sample Rooms:
Brakke Grond and Frascati,
AMSTERDAM, HOLLAND.

E. ROSENWALD & BRO.

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS

NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

LANCASTER'S TOBACCO TRADE

Movement of Old Goods Is Small, but Packers are Not Worrying. Notes from the Factories.

Lancaster, Pa., March 2.

There was again a very small movement of old goods. The transactions were comprised principally of jobbing sales, and consisted of small lots, mostly to cigar manufacturers who have ready use for the goods.

Packers are, however, not losing much sleep on account of the slow movements of goods; on the other hand, they are taking it easy and looking more or less leisurely over the conditions and visiting farmers, but buying slowly and only of such crops as appeal most strongly to them, and at prices that are many shades below those of last year's average. Country packers are apparently doing more buying than any of the larger local houses. Prices have been hovering around an average of 8 cents for wrapper grades and 3 cents for fillers.

When Otto Eisenlohr & Bros. closed their factory here, on Saturday week last, it came as a severe blow to a large number of cigarmakers, not all of whom can find employment at any other factory just now, as they have about all the people they can use at present.

There are all kinds of rumors floating about concerning the closing down of the factory. It was hinted that the firm had certain grievances, and as a result the factory would be closed permanently. It was pointed out, in support of this theory, that the hands had been requested to take all their tools with them. The greatest credence, however, is given the report that owing to a dullness of orders, advantage would be taken of an opportunity to do some weeding out of the less skilled hands, and that the factory will be eventually reopened, without an invitation being extended to certain former hands to return to their places.

Considerable tobacco of the new crop is now being received in Lancaster, which will soon afford employment to a good many people.

A. B. Groff & Co., of New Holland, have so far purchased about enough tobacco to make 160 cases when packed.

J. G. Usner & Son, of Rothsville, were closed down for a week, but have again resumed operations.

R. E. Jacoby, of the same town, has continued to work steadily throughout the months of January and February, and orders are reported to be coming in at a fairly satisfactory rate.

J. L. Weidler, of Rothsville, had also closed down last week.

A. N. Wolf, of Akron, is now on an extended Western business trip, and it may be reasonably expected that he will return with a sufficient amount of orders to keep his factory running steadily for some time.

L. S. Stauffer, manufacturer of union made goods at Akron, has also experienced a dull spell, and ceased operations temporarily.

The large union factory of C. Ruppin, at Akron, is also working on short time.

S. S. Watts, a cigar manufacturer of Terre Hill, and who is well known in the trade, has been appointed receiver of the bankrupt estate of C. M. Clime & Bro. and C. M. Clime individually. A bond of $20,000 was filed and Mr. Watts is now in charge.

A sneak thief gained an entrance to the office of the Iona Tobacco Co., on Charlotte street, and forcing some desk drawers found several pay envelopes containing the wages of a couple of employes who had not yet called for their money. It would seem from the peculiar manner in which entrance was gained that the thief was some one familiar with the premises.

L. L. Schloss, a popular cigar broker of Chicago, visited Lancaster this week.

Mr. Stroebel, with the Miami Valley Leaf Tobacco Co., of Dayton, O., was a recent visitor in this city. He made his headquarters with John F. Heiland & Co., on North Queen street.

C. W. Bittner visited the Philadelphia market last week.

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor
Manufacturer of
FINE CIGARS
Holtz, Penna.

10c.---UNCLE JOSS---5c.

Pretty Bessie
York Nick....
Best Known..
} 5c.

Two Cracker Jacks (2 for 5 cents)

Oak Mountain Bouquet—Boston Beauties
Puro—Porto Rico Crooks

Correspondence with the Wholesale and Jobbing Trade Only invited.
Capacity, 25,000 per day. Telegraph—York, Pa.

Our Great Offer: A Self Filling $2.00 Fountain Pen and "The Tobacco World" for one year, ¶ Both for $1.50; the Regular Price is $3.00.

We have made a contract with one of the largest Fountain Pen Manufacturers in this country (Nathaniel Field), whereby we can supply you with **A First-Class Self Filling Pen** the best of its kind in the market. Every pen is solid gold, 14k., point tipped with genuine irridium.

The illustration shows the exact size of the Pen; if not satisfactory for any reason, it will be exchanged cheerfully.
This is an unusual opportunity to get a High Class Pen at a trifling cost.

TO ANY PERSON sending us **$1.50**, we will send this Beautiful Fountain Pen, postpaid, and will, in addition, enter the person's name for one year's subscription to "The Tobacco World." Should you already be a subscriber and desire to secure one of these Pens, your subscription will be extended one year from the date of its present expiration. This offer does not apply to foreign subscriptions, which cost $1.00 additional.

Address The Tobacco World, 224 Arch Street, Philadelphia, Pa.

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an
Exclusive line of

NICKEL GOODS

Which can be recommended for
Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

EDWARD E. SIMONSON

Packer of and Dealer in

Leaf Tobacco

Tobacco Bought and Packed on Commission

Stoughton, Wis.

TOBACCO NEWS SCARCE IN YORK.

No Change in Trade Conditions, and Business in This Section is Reported Slow.

York, Pa., March 2.

There is not much news transpiring in the tobacco trade. Conditions have not changed much, and visiting tobacco men say they find trade sluggish.

Much interest has been manifested in a suit which was heard in the Common Pleas Court this week, and which involved August Sonneman, one of our oldest leaf dealers.

The suit had been brought by Logan A. Marshall against Mr. Sonneman to recover a balance alleged to be due on a promissory note dated November 2, 1903, and drawn by Meyer Fink, so it is alleged, for $4,000 to the order of August Sonneman, and by him endorsed over to Mr. Marshall.

Mr. Sonneman claims that he never endorsed the note, and that his signature as endorsed is a forgery. This is the second trial of this case. A former trial was reversed by the Supreme Court, which tribunal decided that a notice of protest signed by a notary public, and personally delivered by him to the endorser is not sufficient to charge the latter, where it appears that the notice was addressed to another person than the endorser and stated that the holder looked to such other person for the payment of the note. Lawyers Glessner, Hoober and Wiest appear for Mr. Marshall, and Niles & Neff for the defendant.

Handwriting experts played rather an important part in the trial. Mr. Sonneman has denied that the signature on the $4,000 note in question, which purports to be his endorsement, was written by him, thus raising the issue of forgery.

It was in this connection that several samples of handwriting some of which were written by Mr. Sonneman, and others which were the work of penmen who attempt to imitate Mr. Sonneman's signature for the purpose of testing witnesses, were submitted in court. Mr. Sonneman himself was asked to pick from this list his own signatures and those which were admitted to be imitations.

While the charge of forgery is made in the case, the first thing upon which the defense relies to win is the allegation that the notice of protest given Mr. Sonneman at the time the note fell due some years ago was not sufficient to hold him.

The claim is made that the notary in delivering the protest notices gave to Mr. Sonneman the one intended for Mr. Marshall, the plaintiff in this case, and the man who advanced the money on the note, while the one that should have gone to him was given to Mr. Marshall. Notary Public Kraber, who served these notices, is of the opinion that he did not mix them in the manner stated, but it appears that Mr. Sonneman has in his possession, or rather his attorneys have, and have had since the time of the protest, the notice addressed to Mr. Marshall.

It was on this point that an appeal was taken to the Supreme Court after the first trial of the case two years ago, and it resulted in the reversal of the verdict for the plaintiff and an order for a new trial.

A verdict was returned for the defendant and the plaintiff was ordered to pay the costs.

H. C. Fauth, who conducts a cigar factory in Red Lion, was arrested Thursday night and placed in jail after confessing that he had been stealing tobacco from the warehouse of John Shindler and converting it into cigars.

Shindler declares that the stealing from his factory has been going on for more than a year, while other tobacco manufacturers of the town have been strangely missing some of their finest leaf for years. The town is poorly policed, and gaining access to the frame factories is an easy matter.

Fauth was captured after he had locked himself in his factory by Detective Grant Raub, who climbed a ladder and entered a broken window. Mr. Shindler accompanied the officer.

"That's your tobacco there, John," said Fauth. "Let's fix it up; I'll pay you for it." Fauth, however, was committed to jail.

Members of the trade are conspicuous in the political arena at present. August Sonneman, Jr., a son of the well known leaf tobacco packer, is a candidate for Recorder of Deeds on the Democratic ticket; Z. B. Toomey, of Dover, a cigar manufacturer, is out for the County Treasurership, also on the Democratic ticket; A. D. Hoover a cigar manufacturer at Star View, is seeking nomination for Director of the Poor.

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Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal orders to

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Leaf Tobacco

Have on hand choice Broad Leaf wrappers and binders, cheap for cash. Choice tobacco seed a specialty.

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All Kinds of Domestic Leaf Tobacco

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Rear of 144 West Market Street, on Mason Avenue.
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We Make SCRAP FILLER for Cigar Manufacturers.

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IMPORTED SUMATRA AND HAVANA
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Jobber in Sumatra, Florida Sumatra and Havana

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Maker of HIGH GRADE, HAND MADE
Seed and Havana
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For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

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Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

Cigars as Financial Barometers.

In its way the cigar is something of a prosperity index, says the Richmond Dispatch. Within limitations it declares "ratings" like some handy and up-to-the-minute Dun's or Bradstreet's. When times are booming and money overflowing, genuine Havanas, with no taint of Connecticut or New Jersey in their ancestry, blossom in pocket-cases and mouths everywhere. When stocks slump and currency tightens, they disappear as by magic. Men who have smoked the costly brands then come down to middle class ones. Those who have smoked the middle class sort descend to the cheap. Those who have smoked the cheap cease using any. They look about for the old briar pipe with the black bowl and the much chewed rubber bit.

This is merely one way of saying that a man's cigars are his first and most obvious economy. That many men have been scrimping themselves here of late is made evident by the figures. In October, 1907, the production of cigars in this country amounted to 732,541,850. In November the production amounted to 576,950,550 cigars. In December it amounted to 488,428,370. This is a falling off of some 35 per cent. in two months. While details are lacking, it would doubtless be safe to assume that most of this loss was in the more expensive grades. The fact that there was also a decrease in the production of cigarettes during these months indicates, further, that the men who "gave up" cigars either resorted to the pipe or the quid, or gave up the weed altogether.

But this setback of the cigarette is doubtless only temporary. Its popularity has been growing by leaps and bounds. While cigars showed a decline of some 20,000 000 in 1907 over 1906, the output of cigarettes increased by 930,061,509. Neither hostile legislation nor parental castigations nor the gibes of the jokesmiths have been able to check the rise of the little coffin-nail.

Death of Smith Fields.

Fulton, Ky., Feb. 27.

Smith Fields, one of the foremost financiers and wealthiest men of Western Kentucky, President of the City National Bank, senior member of the firm of Fields Bros'. Tobacco Company, the Italian Government's agents, senior member of the Fields-Wearan Wholesale Grocery Company, and a director of the Alexander County National Bank, of Cairo, died here today at the age of forty-two years of tuberculosis after a lingering illness.

Mr. Fields was known in this section as the "Tobacco King," and ranked as the wealthiest man in the county. Though still comparatively young, he had made remarkable success in the tobacco prizing industry, and was also a financier of no mean rank. He had recently built a $10,000 home in Fulton, and is survived by a wife and three daughters.

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LEAF TOBACCO CO.

THE BEST ORGANIZED
MOST COMPLETE AND
LARGEST MAIL ORDER
LEAF TOBACCO
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NEW YORK
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Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84—86 (Opposite Frascati),
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QUAKER CITY
STENCIL and STAMP WORKS
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Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

Growers and Packers of
HIGHEST GRADES
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Our Plantations are in the most famous growing section
Fine Handling Superb Quality

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HERMAN DELLE
York, Penna.
Maker of
Delman 5c.
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UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

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Manufacturers of
FINE CIGARS
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A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
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Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
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Cigars of Quality Sell and Repeat.
Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
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High Grade Cigars Exclusively.

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One of Our Leading Brands:
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Only High Grade Tobacco Used
Cigars always duplicate

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MAKER OF
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Five Cent Goods
Sold to the Jobbing Trade only.
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C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
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FOR THE
Wholesale Trade Only
Union Chief
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Wholesale Manufacturer of
Strictly Uniform Quality of
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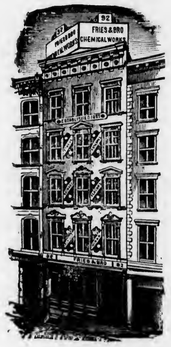
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses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SPANISH BETUNS
Only Non-Evaporating
Cigar and Tobacco Flavors
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Sample Free The Most Popular Flavor since 1858 Please Write for Them
Guaranteed to be the Strongest, Cheapest, and Best

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Drummond Natural Leaf Plug
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Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

Sumatra Company Incorporate.

Mobile, Ala., Feb. 28.

Papers of incorporation have been filed by the Mobile County Sumatra Tobacco Company in the Probate Court, the capital stock being $10,000 with $5,000 paid in. The new corporation will endeavor to grow Sumatra tobacco in Mobile and other counties deemed advisable. The directors are John Craft, E. H. Frohlichstein, George Fearn, Jr., R. Roy Meyers, J. M. Trunk. The officers named are: John Craft, Mobile, President; George Fearn, Jr., Mobile, Secretary and Treasurer. There were thirty-five incorporators, residents of Mobile, Citronelle, Chunchula and other portions of Mobile county.

Death of Louisville Tobacconist.

Louisville, Ky., Feb. 26.

Hite Thompson, a prominent tobacco man, was stricken with apoplexy while locking his safe a few days ago and died a few hours afterward at the Gray street Infirmary. He was manager of J. A. Lancaster & Co., and lived on Cherokee drive.

Mr. Thompson had been in good health, with the exception of a sore throat, which had given him some pain for several days. He spent the day as usual in his office, and just before the hour for closing he went to the safe to lock it for the night. Several of the clerks were in the office at the time and saw Mr. Thomspon stagger and fall. They ran to his side and heard him feebly calling for his son-in-law, William Hall Wilson, with whom he lived. A physician was summoned and ordered Mr. Thompson to Gray street Infirmary, where he died at 7.45 o'clock.

Leaf Tobacco Markets

BALDWINSVILLE, N. Y.

J. Wallace Lee and Orville Gifford, representing Hinsdale Smith & Co., of Springfield, Mass., have been buying and on Tuesday received at the D. L. & W. freight house, taking in about four carloads, which were shipped to the firm's warehouse at Springfield. They expect to receive again next week.—Gazette.

Cato—Leaf tobacco buyers are straggling along buying a crop here and there at prices ranging from three to ten cents per pound. The crop grown here is very unsatisfactory and was harvested in all stages of development, a big percentage of it never came to maturity and failed to cure in the shed, much of it is green yet, some crops, however, are fine and are nicely cured and of extra quality. A Mr. Solomon, representing the Florida Tobacco Co., of New York, is buying tobacco in this vicinity.—Citizen.

CONNECTICUT VALLEY.

Scarcely a sale has been recorded here in the past week. I have seen considerable tobacco being moved, but all in the direction of the assorting shops; some here at this place, and some in the direction of the old town. One lot came to the shop of Mr. Swift, a lot of about 15 tons I should judge, belonging to a Mr. Knightly of or near North Hadley, Mass. It was said to be a good, fair lot, but I have not seen any of it on the tables. They have had one other large lot from Hadley that looked about all right, the property of John Field.

Our correspondents write:

Conway, Mass.: "Not much to report on tobacco business nowadays. There were two sales last week at private terms, C. F. Elmer and Joseph Newhall, to Mendelsohn. There are other lots in town not yet sold."

Wethersfield, Conn.: "Almost all of the tobacco has been taken down and some is being sorted. The early and the late tobacco is not turning out very extra, but the medium is looking fine, sorting a good three fourths nice, long wrappers, and as sound a crop as was ever raised, being free from pole sweat, worm holes and broken leaves. Sales are reported of A. H. Griswold, Wilfred Griswold and Stephen Morgan to Griswold of West Hartford."

North Hatfield, Mass.: "I have no sales to report. Some fertilizers are being received here at this station. The Belden Brothers have unloaded several carloads of chemicals, as they mix their own formulas for both onions and tobacco.—American Cultivator.

EDGERTON, WIS.

The buying of the 1907 crop is progressing quietly in nearly all sections, which in the aggregate is moving large sized portions of the crop. The general trend of prices is low and yet growers accept them without much protest, apparently anxious to dispose of their holdings before opening of their spring work. We learn that quite a little tobacco is being moved in the Vernon county sections at prices but slightly above that paid in other localities.

Sales quoted cover only a small fraction of the tranasctions, but show the range of prices:

Cal. Whaley, 16a at 8 and 2c.
Thos. Johnson, 4a at 8 and 2c.
Gus Olson, 11a at 7 and 1c.
H. Stearns, 6a at 7½ and 1½c.
T. H. Stearns, 15a at 6½ and 2c.
John Bickle, 4a at 7 and 2c.
S. G. Potter, 1a at 8 and 2c.
D. P. Devine, 6 a at 7½ and 2c.
N. P. Anderson, 3a at 7½ and 2c.
Ole Furseth, 11a at 7½ and 2c.

The deliveries are commencing to come quite freely and the handling season at the packing points is now well under way.

There is little movement to note in the market for old leaf. A few sales of moderate sized lots are being made at satisfactory figures for which packers are holding, but a healthy tone is lacking to the market. Manufacturers are still waiting for a break that does not come.

Shipments 1,177 cases.—Reporter.

For Genuine Sawed Cedar Cigar Boxes, go to Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
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Manufacturers of
High Grade Seed and Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge
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CIGAR BOXES
SHIPPING CASES
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Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
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Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS,
MANUFACTURERS OF
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LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

American Protectorate
A Choice 5c. Cigar
Handsomely Packed and put up in Several Popular Shapes and Sizes
Manufactured by
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LITHOGRAPHERS AND PRINTERS
312-316 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
NEW YORK
CIGAR LABELS AND BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.
CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
Chaskel Chemical Works
265 West Broadway, New York

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PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc. MANUFACTURERS
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SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
CIGAR RIBBONS

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YORK, PA.

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Lithographers
257 to 265 West 17th Street, NEW YORK
SPECIALTIES
CIGAR LABELS ADVERTISING NOVELTIES
IMPORTED AND DOMESTIC BANDS

Special Designs
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H. S. SOUDER
MAKER OF
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Telephone
SOUDERTON, PA.
Private Designs a Specialty
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ADEN BUSER Manufacturer of
Dealer in LUMBER LABELS EDGING ETC.
Cigar Boxes and Cases
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CIGAR LABELS
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Parmenter Wax-Lined
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Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
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Manufacturers of
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Dealers in
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For All Kinds of Products Requiring Baling
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Specially Constructed
Presses
FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

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Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
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..Any Flavor You Need..
We'll Turn Out in Our Laboratory Under Our Guarantee. We'll Make Your Troubles Ours.
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H. J. Fleischhauer
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238 Arch Street, Philadelphia.
TELEPHONE 1561
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Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds

ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Cigar Havana . 10c.
"S. E." Seed and Havana . . . . . 5c.
"KATHLEEN O'NEIL" . . . . 5c.
"VUELTA SPRIGS" The Mellow Cigar . 5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .

STAUFFER BROS. MFG. CO.
NEW HOLLAND PA.

For Sale by All Dealers

VIRGINIA

PERIQUE

MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

H. F. Kohler

Manufacturer of

High Grade Nickel and Seed and Havana

:.CIGARS.:

Factories, Nashville and Jacobus, Pa.

Main Office, Nashville

Correspondence with Wholesale and Jobbing Houses invited.

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Thimbles made to order to fit any desired shape of cigar head

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Liberman Manufacturing Co.

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UNITED STATES TOBACCO CO.

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IDLE HOUR . . .	Sliced Plug
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HUNT CLUB . . .	Cube Pipe Tobacco
SPHINX MIXTURE .	Smoking

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Growers and Packers of

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CHARLES M. GUDKNECHT, PRESIDENT

LA HILDA CIGAR FACTORY
(INCORPORATED)
MANUFACTURERS AND IMPORTERS
231 CHESTNUT STREET
CORRESPONDENCE SOLICITED PHILADELPHIA

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
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CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Factory 1839. First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

W. W. STEWART & SONS
Reading, Pa.
Makers of the

JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
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High Grade Seed and Havana Cigars
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For Sale { CIGAR SCRAPS—Clean and Sound
Write Us for Prices
EMIL BERGER TOBACCO CO., 6-8-10 Gouverneur Slip, NEW YORK

THE TOBACCO WORLD

Vol. XXVIII., No. 11 PHILADELPHIA, MARCH 11, 1908 One Dollar the Year

The Tobacco War in Kentucky.

Warehouse Burning, Seed Bed Scraping, Wire Cutting, etc., on One Side; Threats of Retaliation, New Law, Injunction, Military Protection on the Other.

The outrageous acts of night riders still continue despite the statement repeatedly made that peace was here at last, or that a truce had been formed, etc. But the depredations have become more diversified. While the destruction of warehouses by burning them continues as a leading pastime of the lawless, there is also much injury and damage inflicted in other ways. The scraping of seed beds is now looked upon as an effective means of hindering those who desire to raise the usual crop this year, and for which preparation are now necessarily being made.

BIG WAREHOUSE BURNED.

Frankfort, Ky., March 5.

The large tobacco warehouse of Head & Switzer, independent buyers at Switzer, seven miles east of this city, on the Frankfort and Cincinnati railroad, was burned down. It is said to have contained 100,000 pounds of unpooled tobacco.

Conflicting reports have reached town this morning as to the origin of the fire, but no one has been found who saw night riders in the vicinity. It is said that an overturned stove started the blaze, but this cannot be corroborated now. The warehouse and contents are said to have been insured, but the amount is not known and the fact cannot be substantiated.

Telephonic communication with the little village is cut off over one line, and no one can be secured over the other at this hour who can give full details of the affair. Franklin county is a strong Equity county, but with the exception of a few mildly threatening letters the feeling against the growers outside of the pool has not taken tangible form.

SCRAPING SEED BEDS.

Owingsville, Ky., March 5.

A tenant of the William Smithers farm, several miles north of this place, concluded to defy the no-crop tobacco people and the warning of the night riders. He sowed a large tobacco plant bed with avowed intention of raising a crop of tobacco this summer. A gang of night riders went through his place, shoveled his plant bed into a bank, destroyed his new canvas, and told him if he sowed another seed they would tear him limb from limb.

Will Wyatt, a farmer near the Montgomery and Bath county line, had sowed several large plant beds, and he also was visited by a large crowd of night riders who destroyed his plant bed, rolled up the new canvas, dug a grave in one of his plant beds, and left a written notice that if he sowed any more seed he would be buried in the grave that they had dug, and that the canvas should be his winding sheet.

CUTTING TELEPHONE WIRES.

Mt. Olivet, Ky., March 5.

A band of night riders, composed of about twenty-five masked men, supposed to be from Nicholas county, made a raid through Robertson county. The men came in over the Blue Lick and Piqua turnpike to Piqua, where it is said that they fired several shots into Curtis Bros.' store, Estil Curtis, a member of the firm, having recently bought several crops of non-Equity tobacco. Before leaving Piqua the raiders cut the telephone wires between that point and Mt. Olivet, and then came on through Mt. Olivet.

After cutting the telephone wires between here and Sardis, at the north end of the town, the mob proceeded out the Sardis pike about one mile, where a wagon loaded with tobacco was standing on the roadside ready to be taken to Maysville. They upset the wagon and scattered the tobacco over the road.

THREATS OF RETALIATION.

Mt. Sterling, Ky., March 5.

A sensation was caused here when it became known that many members of the Society of Equity in this county had received threatening letters regarding tobacco raising. A letter sent to J. M. Bigstaff, the wealthiest man in the county, was inclosed in an envelope which also contained powder and matches. The notice reads:

Dear Sir:—This is to notify you if there is any beds or any tobacco destroyed in Montgomery or Bath counties this 1908, you had better look out for your own property. Tenants.

Similar letters were received by other tobacco and cattle raisers, saying: "If we cannot raise tobacco, you can't raise any cattle." Some of these letters were turned over to the postal authorities. This is the first instance of members of the Society of Equity being threatened.

NEW LAW TO PROTECT BUYERS.

Franfort, Ky., March 5.

A bill placing tobacco buyers under police control was passed by the House Tuesday afternoon by a vote of 66 to 21. The bill will now go to the Senate. It is designed to prevent raids of night riders in tobacco growing districts.

NIGHT RIDERS INDICTED.

Hopkinsville, Ky., March 5.

The Grand Jury returned an indictment Tuesday last against Robert Wood, a young farmer, on the charge of sending a threatening letter signed "Night Rider." Wood is held under bond for trial on March 25.

MILITIA GUARD THREATENED SECTION.

Hopkinsville, Ky., March 5.

State troops from Whitsburg, Ky., have reached here and reported to Major Albrecht, who is in charge of the militia guarding various parts of Western Kentucky from the threatening attacks of night riders.

Memorials Against Free Leaf Bill.

Independent Tobacco Manufacturers Take Action and Urge the Support of the Cigar Trade.

Since President Cullman, of the National Cigar Leaf Tobacco Association, lodged an objection against the Free Leaf Bill with Speaker Cannon of the House of Representatives, last week, which was fully reported in these columns in last week's issue, other interests have also become active, and there is now good reason to hope that this activity may culminate in a concerted effort, joined in by all allied interests as well, that the defeat of the measure may be all the more certain.

The following letter received from S. S. Bloch, of the Bloch Bros. Tobacco Co., Wheeling, W. Va., explains itself and clearly defines Mr. Bloch's unalterable opposition to the measure, owing to the possibility of its great harmfulness to a large and legitimate industry:

"Wheeling, W. Va., March 4, 1908.

"Editor The Tobacco World,
Philadelphia, Pa.

"Sir:—The enclosed petition has been mailed to all the Independent Tobacco Manufacturers for their signature. Am also enclosing you a letter which was mailed with the petition.

"There is no doubt in the mind of the writer that the cigar manufacturers are as much interested in defeating this Free Leaf Bill as the tobacco manufacturers, for this will enable any person to buy a pound or more of tobacco and make his own cigars. It opens up channels for illegitimate manufacture and the harm cannot be estimated.

"As your advertisers and subscribers are interested against this measure, would ask of you to attract their attention to the enclosed, and you can further say that the writer can furnish the cigar manufacturers with petitions like the enclosed for their signature.

I am, Yours truly,
(Signed) S. S. Bloch."

The following letter was issued to the independent tobacco manufacturers, and sent in company with the formal petition or memorial.

It will be remembered that Mr. Bloch has also offered to supply the petitions to cigar manufacturers or others interested:

"Wheeling, W. Va., March 3, 1908.

"Dear Sir:—At a meeting of the Independent Tobacco Manufacturers Association held in Washington, January 20, 1908, the Association appointed the writer to look after any legislation that might be introduced in Congress in the form of a Free Leaf Bill.

"You are no doubt aware that H. R. Bill No. 17520, introduced by Mr. Dalzell, was favorably reported to the House by the Committee on Ways and Means. Should you not be familiar with this bill would suggest that you write to your Representative for a copy.

"There is no doubt that if this bill was passed, it would be very detrimental to the interests of all tobacco manufacturers and would jeopardize the existence of many.

"The enclosed memorial explains the situation fully, and if it meets with your approval, will you please sign the three enclosed memorials, sending one to your Congressman and one each to the Senators representing your State.

"Could I ask of you to let me know by return mail if you have complied with this request? It is essential that these memorials be signed and forwarded at once.

"When signing the memorial please date same, having the name of your firm or incorporated company in full, and the City and State in which your factory is located. I am,

Yours truly
(Signed) S. S. Bloch."

The following is a copy of the memorial referred to:

Memorial Independent Tobacco Manufacturers, against H. R. Bill 17520.

"To the Honorable members of the Senate and House of Representatives of the United States, Washington, D. C.:

"At a meeting of the Independent Tobacco Manufacturers Association of the United States, held at The New Willard Hotel, Washington, D. C., January 20, 1908, a resolution was unanimously adopted protesting against the adoption of any measure by Congress which would permit the sale of Leaf Tobacco, for consumption, without the payment of the Revenue Tax.

"H. R. Bill 17520 has primarily been designed for the benefit of the grower in the present tobacco growing district, consisting of three or four States. We believe, however, this is founded on an unwarranted assumption. In 1890 a law was passed somewhat similar to the law now proposed, which law was subsequently repealed in 1894. During the period that this law was in effect, it is understood that the consumption of raw leaf on which no tax was paid rose to fifteen million pounds per annum, notwithstanding that the seller was then required to make a record of every sale made, which is not required in this bill, and we believe that with the greater increased consumption of tobacco since 1894 that the consumption of raw leaf will quickly rise to 50,000,000 pounds per annum, from which the Government will derive no revenue. During the same period the price of leaf tobacco in the principal leaf markets of the United States reached probably the lowest prices in the history of the trade.

"The proposed law would be disastrous to the Independent Tobacco Manufacturers, and would have the effect of driving many of them out of business, after having devoted the best years of their lives to the up-building of a business which this proposed bill will seriously jeopardize, if not entirely destroy; and which is paying the Government in all of its branches nearly fifty millions per annum, and so remove the only competitors which the farmers now have against the one great buying interest.

"Under the proposed law, growers in the present tobacco growing districts will also suffer greatly, because a new class of growers will arise all over the United States, raising small crops of leaf for consumption in their immediate vicinity.

"We believe that the Government will suffer severely in the loss of revenue that is now paid into the Treasury by the bonded tobacco manufacturers by the opportunities for illicit manufacture, as the bill requires no registration; consequently, no efficient supervision by the Government officials is possible.

"We believe this is class legislation

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia

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John T. Dohan — Wm. H. Dohan
FLOR de D&T
DOHAN & TAITT
Importers of Havana and Sumatra
Packers of Leaf Tobacco
107 Arch St. PHILADA.

K. STRAUS — A. LOEB
K. STRAUS & CO.
IMPORTERS OF
PACKERS OF LEAF TOBACCO
HAVANA
301 & 303 North 3rd St.
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Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
AND PACKERS OF
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

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BENJ. LABE & SONS
IMPORTERS OF
Sumatra and Havana
Packers and Dealers in Leaf Tobacco
228 North Third St., Philadelphia

Julius Hirschberg & Bro.
Importers of Havana and Sumatra and Packers of Seed Leaf
Tobacco
125 North Third St., Philada.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
and
Packers of Leaf Tobacco
306 North Third St., Phila.

H. VELENCHIK — S. VELENCHIK
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

H. Dolinsky & Son
Importers & Packers of
HAVANA AND SEED LEAF TOBACCO
SUMATRA
147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH
IMPORTER of HAVANA and SUMATRA
DEALER IN LEAF TOBACCO
REGISTERED
1642-44 N. ELEVENTH, ST. PHILADELPHIA

The Empire Leaf Tobacco Co.,

Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA
Tobacco
118 N. 3d St., Phila.

J. S. BATROFF
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut, is a fac-simile, in its actual size, of the Precinta or warranty stamp which is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these stamps, were made in Cuba by the Independent Manufacturers.

Thus a copy of that warranty stamp attached to any box of Cigars and Cigarettes or to any packages of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Habana, Cuba, with the genuine Tobacco Leaf grown in the famous Vuelta Abajo

DON'T FORGET THIS, RETAILERS, IMPORTERS AND DISTRIBUTORS.

COLORS OF THE PRECINTA: Black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

and pernicious, inasmuch as it discriminates against the manufacturer who is obliged to pay his internal revenue tax, whereas this bill allows the tobacco to go to the consumer without payment of tax.

"These same matters were before Congress in 1905, 1906 and 1907, and the facts and reasons then presented will be found in the report of the hearings before the sub-committee of the Finance Committee of the Senate, which report is now particularly referred to under date of March 1, 1907.

"We, therefore, respectfully ask that H. R. Bill 17520 be not enacted into law."

UNION GOODS HOLDING OUT.

So Declares a Minor Official of the Organization.

Milwaukee, Wis., March 4.

John Reichert, business agent of the cigarmakers, has received a report showing the output of the cigar industry, for 1907 as compared with that of the year before, there being a total decrease in the number manufactured of over 20,000,000. The larger part of this decrease was in the months of November and December, during the financial depression, and strangely enough the decrease was larger in the non-union districts of New York and Pennsylvania than in the union districts. Little cigars and cigarettes show a slight increase.

Petition Against Nashville Firm.

Nashville, Tenn., March 6.

A petition in involuntary bankruptcy has been filed against the Shyer Cigar Co., of Nashville. The creditors enumerated in the petition are P. C. Friedman Leaf Tobacco Co., St. Louis; Tri-State Milling Co., Nashville; David Laser, Hot Springs, Ark.; Julia McCann, ex., Nashville, and Schuster Bros., Milwaukee.

Tobacco Works May Enlarge.

Nashville, Ky., March 6.

News has been received that the Nashville Tobacco Works are going to move the manufacture of two of their brands of tobacco to Nashville in the near future. When interviewed on this subject J. P. LeSueur, of this firm, stated that nothing has been definitely decided in the matter, but he did not deny that plans were being arranged toward this end.

If this plan is carried out it will mean a large increase to the present pay roll in this city, and a number of employes will find occupation who are now probably out of work.

It is also stated that the Nashville Tobacco Works is going to experiment with several different varieties of Tennessee tobacco, and if these experiments are successful it will mean an additional benefit to the city.

More Buying in Wisconsin.

Stoughton, Wis., March 5.

The best price reported yesterday for tobacco was 9½ cents obtained by Mons Staff, of Utica, who just completed sorting the 1907 crop. The price was a good return as the work was done by the family and no great expense incurred. Nearly all the buying is being done by agents of the United Cigar Manufacturers. Gilson Homme got 8 and 2 in the bundle. C. O. Felland 8 and 2, Mons Have 7c, Even Ellestad 7½, Cal Whaley 8 and 2, Amon Anderson 7 and 2, Ed. Simonson purchased a number of crops during the day at about the same figures and expects to start sorting at his Stoughton warehouse on Monday.

Handling will become more general soon now as the buying proceeds."

Northern Wisconsin Leaf Tobacco Co.
PACKERS OF AND DEALERS IN
Northern Grown Wisconsin Tobacco Exclusively
LA CROSSE, WIS.

STEPHEN F. KETRAN
Interior Wood.. Work..
Makes a Specialty of Fitting Up Cigar Stores
Bank, Church, Office, Store Fixtures and Special Cabinet Work
1615 to 1623 McKean St., Philadelphia

AWARDED GOLD MEDAL at Jamestown Exposition.
White Rolls Cigarettes
ARTHUR HAGEN & CO., General Agents,
151 North Third Street, Philadelphia.

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GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

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LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.

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DEALERS AND PACKERS OF

Domestic **Leaf Tobacco** of All Kinds

CONNECTICUT A SPECIALTY

Office and Salesroom:

313 and 315 West Grant Street

Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

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Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

121 North Third Street PHILADELPHIA

Tobacco

Keyno HAVANA SHORTS 2 oz. 5c.

Norristown Tobacco Works

NORRISTOWN, PA.

Manufacturers of

Havana Shorts

Private Brands for Jobbers a Specialty Samples submitted on application

L. J. SMITH & CO.

Wholesale Cigar Manufacturers

and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

Established 1895 Telephone Connection

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Manufacturer of

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Special Lines for the Jobbing Trade

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

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Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of **HAVANA**, 123 North Third Street PHILADELPHIA

Leaf Stocks Slowly Decreasing.

Some of the Present Stocks May be Carried Over to the Fall and Dealers May Move Slowly in Buying the New Crop from Planters; Would-be Buyers at that Time May be Limited to Remnants of Old Stock.

Special Correspondence of The Tobacco World.)

Havana, Cuba, March 2, 1908.

As soon as some buyers have gone away satisfied with their purchases others are coming again, and therefore while business is by no means booming, there is something doing and stocks are gradually decreasing at last. Of course, if the present pace is kept up and there should be no acceleration, a good part of the present holdings will have to be carried over till next fall, which would be a severe drawback to our dealers, as it would curtail their purchasing power to handle the coming crop. In fact, it almost looks as if many farmers will be forced this year to do their own packing, as they have been spoiled by obtaining very high figures for bundles of tobacco, and very likely our regular packers this coming season will insist upon lower figures, or abstain from entering the field. As the farmers are usually hard to convince that times have changed at the beginning of a new crop, they will either keep their bundles of leaf for quite a while, in hopes of getting better figures later on, or they will start in to make their own packings. Furthermore it remains to be seen when the rainy season will set in this spring, and which may perhaps be later than usual; therefore a large part of the 1907 crop ought to be needed by the Northern cigar manufacturers before they can obtain any supplies from the new growth.

Sales

during the past week footed up to 4,255 bales in all, of which 1,610 were of Vuelta Abajo, 625 of Partido and 2,020 of Remedios. American buyers supplied themselves with 2,955 bales, and the trust here purchased 1,000 bales of colas for its cigarette factories, while 300 bales were exported to Europe.

Buyers Come and Go.

Arrivals.—S. Solis, of Denver, Col.; E. H. Smith, of Hinsdale Smith & Co., Ernest Ellinger, of E. Elilnger & Co., and Max Schwartz, of New York; Facundo Arguelles and Celestino Lopez, of Arguells Lopez & Bros., Tampa; Francicso Dominguez, of E. A. Calves & Co., Philadelphia; B. Rothschild, of Rothschild, Sons & Co., and S. Shutan, of Chicago.

Departures.—I. Kaffenburgh, for Boston; F. Bolano and Walter Sutter, for Chicago; Stephen Hart, for St. Paul; Manuel Vega, for London, Ont.; W. E. Fisher and A. Nistal, for Tampa; S. Hergog, and Alfred and Victor Ettlinger, for New York.

Havana Cigar Manufacturers

are still mostly idle here at Havana, although the branch factories of the independent manufacturers in the country are increasing their output. The daily press contains reports from dissatisfied cigarmakers, who want to work, and while the hope that the strike would be over at the beginning of this month has not yet been realized, it looks now as if it were on its last legs and that very soon work would be commenced in all of our factories.

H. Upmann & Co. started up a small branch factory at San Jose de las Lajas, with resident cigarmakers, but as this village is only about twenty miles from Havana, many of the local cigarmakers may go there in order to find work, unless the factories here should be opened soon. As orders for the time being, however, are not pressing and may be delayed, cigar manufacturers are in reality suffering less than their workmen.

Buying, Selling and Other Notes of Interest.

S. Herzog, of P. Dennerlein & Co., who came here on the 22nd ult., was hard at work executing the orders which he obtained upon the sample

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56 NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

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Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

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Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS

ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista Neptuno 170--174 Special Partner—Gumersindo Garcia Cuervo

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge Y. P. Castaneda

JORGE & P. CASTAÑEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido. Corner Dragones Street, HAVANA

8

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" Correspondence Solicited in English

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM *Habana*

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

bales of different vegas purchased in January. He says that in his opinion there are not over 5 000 bales of good, well cured Remedios for sale here, and that it is folly to expect to purchase these at any lower rates later on Very likely after these are gone the coming buyers will have to pay the same figures for the second and third choice. If the new crop Remedios is flimsy in general, then the good heavy quality of the 1907 crop will be in active demand, and perhaps even sell at higher figures than are ruling at present.

Sobrs. de Antero Gonzalez were sellers of 1,000 bales of Vuelta Abajo.

Frank Dominguez was a buyer of 400 bales of choice leaf for E. A. Calves & Co., of Philadelphia.

A. M. Calzada & Co. sold 560 bales of Remedios last week.

A. Guedalia made some purchases of fine leaf, and is still trading upon more lots.

Sylvester & Stern report to have sold 500 bales of Partido to their customers.

Alfred and Victor Ettlinger left rather suddenly on the 26th ult., but their total purchases, on good authority, footed up to 1,000 bales of the best styles of all kinds of leaf.

Bruno Diaz & Co. closed out 250 bales of Vuelta Abajo and Partido.

Walter E. Sutter, after recovering from his attack of grip, was quite a liberal buyer of a number of choice vegas.

Gonzalez y Miguel disposed of 150 bales of leaf from their holdings.

Facundo Arguelles and his partner, Celestino Lopez, have been in many warehouses and it is stated upon good authority that they secured several hundred bales of choice Vueltas and Partidos.

Martinez & Co. sold 100 bales of Vuelta Abajo.

F. Bolano did a fair business, acquiring some very good vegas.

Cardenas & Co. shipped 100 bales of Vuelta Abajo which they had sold to their customers.

RECEIPTS FROM THE COUNTRY.

	Week ending Feb. 29 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,133	10,306
Semi Vuelta	74	1,002
Partido	26	193
Matanzas	6	259
Remedios & S. Clara	1,004	12,267
Mayari	67	1,210
Total	2,310	25,237

Sale Rumor Denied.

The N. & N. Cigar Co., of Reading, deny the report that they were about to retire from business. They declare they are too busy to think about selling out just now, and have been disposing of over 100,000 cigars a month.

GENUINE CONNECTICUT BROAD LEAF TOBACCO SEED

Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal orders to

WM. L. HUNTTING, E. Hartford, Ct.

WILLIAM L. HUNTTING

Packer, Dealer & Grower of

Leaf Tobacco

Have on hand choice Broad Leaf wrappers and binders, cheap for cash. Choice tobacco seed a specialty.

Office, 812 Main St., E. Hartford, Ct.

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market
Correspondence solicited in English

Monte 156, P. O. Box 595 HABANA, CUBA Cable: "Calda"

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

HEADQUARTERS FOR

Wisconsin Tobacco

L. B. CARLE & SON

Packers and Dealers JANESVILLE, WIS.

JOSH BILLINGS

5c. Cigar

"There hain't none better than the best."
—JOSH BILLINGS.

This Is the Best.

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship. Finest package.

I. LEWIS & CO.

Makers,

Established 1870. **Newark, N. J.**

Z. JOHN NORRIS,

Manager of the Philadelphia Office,

14 South Fourth St.

ERNEST ELLINGER & CO. Nos. 87-89 Pine Street Office, New York
Importers of HAVANA TOBACCO

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of Leaf Tobacco
Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World

New York, March 11.

New York Leaf Market.

There was a moderate business done in the leaf market here last week. The fact is that the 1907 crop in nearly all of the cigar leaf producing States is not fully up to the standard of recent years, and that is one of the reasons why it is not being bought up so rapidly. It is not, however, due to the fact that packers are afraid of accumulating more tobacco than the market may in time require, for every bit of it will be needed. Great caution is being experienced in selecting, with a view to securing only such leaf as will in all probability turn out satisfactory. No sacrifice is being made by present holders of goods, because of their absolute confidence in the future, and in view of the fact that the new goods will certainly not be of a superior quality or quantity, they all expect to ultimately find a market at reasonable prices.

Of the seed leaf variety the transactions during the week were confined largely to Pennsylvania Zimmer Spanish and Wisconsin leaf.

The Sumatra market has been steady and of fair volume. Little interruption seems to have ensued as a result of the approaching inscriptions.

In Havana there has been very little change. Sales have not been large, but were of fair number.

• • •

The Cigar Industry.

In the cigar trade conditions also remain rather unsettled, not only in the way of orders coming in, but the continued stiff leaf market is puzzling many of them. The manufacturers have all along maintained an air of absolute positiveness that the leaf market would show a decided change in their favor, and they can hardly reconcile themselves to the fact that it has not turned out that way.

That this branch of the trade is still far behind the activity of last year is clearly shown by the internal revenue returns, and in the two principal Metropolitan districts a decrease over February, 1907, of 23,000,000 is shown, and is composed of a falling off of 9,719,550 in the Second District and 13,583,530 in the Third.

• • •

Tobacco Trades League Action.

The Tobacco Trades Protective League has become quite active in urging the passage of the Tawney Anti-Coupon Bill, and the following letter has been issued to its members and others whom it was thought could be effectively reached.

"Dear Sir: The Tawney Anti-Coupon Bill is now in the hands of the Ways and Means Committee in Washington.

"Help us get the bill passed before this Congress adjourns and you will thereby deliver a "knockout" blow to the ungodly cigar and tobacco trust and also help raise the standard of the independent cigar and tobacco trade.

"Write or ask your Congressman, Senator or any one with influence to help us kill the octopus by giving the Tawney Anti-Coupon Bill their support. Ask your friends to do the same. Do it today. Now is the accepted time. Immediate concerted action will wipe out the meretricious coupon.

"Yours for honest merchandise,
John W. Merriam, President."

• • •

Londoners Coming Here.

M. Isaacs, of Zeegan Bros. & Co., of London, England, has declared his intention of retiring from that firm on June 30th. He is expecting to come to New York, and hopes to arrive here by July 6th with his family, and make his home here permanently.

Mr. Zeegan, of the above firm, will be in New York, on a purchasing trip on April 18th. Mr. Isaacs has heretofore been doing the American buying for this firm.

• • •

New Home for "Ganbro."

Gans Bros., the manufacturers of William the Fourth, and Ganbro brands of clear Havana cigars, and who are now located at No. 22 Fulton street, have secured new quarters at 417 East Seventy-sixth street. This action they say was made necessary to keep pace with a steadily growing demand for their product. The new premises will afford them adequate facilities for some time to come, and contain about 12,000 square feet of floor space.

• • •

M. Perez & Co. to Move.

Arrangements have been made by Marcelino Perez & Co. to remove, about May 1st, to new factory headquarters at 70-72 Cliff street. The premises are centrally located, and afford ample accommodation for their force of cigarmakers.

• • •

Hussey Buys Cuttings.

The A. Hussey Leaf Tobacco Co. issued a postal on March 6, announcing that until further notice they will allow 11 cents per pound f. o. b. cars, for good clean dry seed cuttings, free from scraps, strippings, stems, dirt and must, in exchange for any of their goods. This, they claim, is more than the largest tobacco manufacturers are paying at present.

• • •

News Notes.

Benno Neuberger, of E. Rosenwald & Bro., sailed for Europe on Tuesday last, on the steamship Kaiser Wilhelm II. Mr. Neuberger has been visiting Amsterdam and attending the inscriptions regularly for the past 26 years.

H. Upmann, of the famous cigar manufacturing firm of H. Upmann & Co., of Havana, arrived in New York from his home in Hamburg, Germany, recently, and after only a short visit here sailed for Havana, where he has many and extensive interests.

H. S. Rothschild, of Rothschild & Bro., left last week for a short visit to the firm's Detroit headquarters.

Howard Stephenson, Pennsylvania representative of E. Rosenwald & Bro., was a visitor at headquarters here.

The American Snuff Co. has declared the regular quarterly dividend of 1½ per cent. on its preferred stock, and 3 per cent. on its common stock, payable April 1st.

B. Rothschild, of Rothschild, Sons & Co., leaf dealers at Chicago, was a visitor in the New York leaf market.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER
Monroe D. Sellers, Sellersville, Pa.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA
and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
ESTABLISHED 1840 NEW YORK CABLE: "NARGIL"

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn
CONNECTICUT HAVANA SEED

WHEN IN
BALTIMORE
STOP AT THE
HOTEL JOYCE
EUROPEAN
130 Rooms Elegantly Furnished
Unexcelled Cuisine
Rooms with Bath and en Suite
Centrally Located
Opposite Camden Station
Main Depot B. & O. R. R.
Rates $1.00 per Day and Upwards
SEND FOR BOOKLET
HOTEL JOYCE
Baltimore, Md.

STOP AT THE
NEW PRINCESS HOTEL
WHEN AT
ATLANTIC CITY

South Carolina Ave., 200 feet from Beach
The Princess Hotel is newly furnished throughout with rare taste, and possesses all modern requisites for convenience and comfort of the guests. Golf privileges and privilege of the Atlantic City Yacht Club extended to the guests.
American and European Plan
A BOOKLET will be gladly furnished upon application
Rates: Running from $12.50 to $30 per week, according to location of the rooms.
For further information address
CROWELL & COLLIER
THE PRINCESS HOTEL
Atlantic City, N. J.

Favors the Tawney Anti-Coupon Bill.

President Cullman, of the National Cigar Leaf Tobacco Association, Endorses the Proposed Measure.

The following is a copy of a letter addressed to Hon. Sereno E. Payne, Chairman of the Committee on Ways and Means of the U. S. House of Representatives, by President Jos. F. Cullman, Jr., of the National Cigar Leaf Tobacco Association, urging a favorable report upon the bill:

New York, March 9, 1908.

Hon. Sereno E. Payne,
Committee on Ways and Means,
House of Representatives,
Washington, D. C.

Dear Sir:—On behalf of the National Cigar Leaf Tobacco Association, which is composed of a large number of packers and distributors of domestic cigar leaf tobacco and importers of foreign leaf, including substantially the entire cigar leaf trade throughout the country, I desire to urge upon your Committee an early and favorable report upon the bill recently introduced in the House by Representative Tawney imposing a tax on redeemable coupons sold with statutory packages of cigars, cigarettes, manufactured tobacco, etc.

When the so-called Otjen-Tawney anti-coupon bill was presented in Congress more than five years ago this Association endorsed it and sought in every legitimate way to secure its passage. The history of the measure is well known to you, including its final abandonment because of the belief of a majority of your committee that its terms were unconstitutional. We are convinced that such an objection cannot be urged to the new Tawney bill, which, as you are aware, is drafted on entirely different lines and contains none of the features which rendered the former measure repugnant to the Constitution.

The members of this association have keenly realized the demoralizing influence upon the tobacco trade, and especially upon that branch engaged in the manufacture of cigars, of the gift enterprise schemes that have come into existence since the repeal of Section 10 of the Dingley act. We believe that reputable manufacturers as a class prefer to sell their products strictly on their merits and would never resort to these schemes were it not that in a few instances it has seemed necessary to adopt the methods of their competitors in the keen rivalry that characterizes the cigar trade. The passage of a law taxing redeemable coupons would soon put an end to their use and would place all manufacturers on an equality.

This Association was largely instrumental in establishing in the courts the illegality of the various estimating contests conducted by the Florodora Tag Company and other similar concerns, which were held to be lotteries and therefore illegal. By an unanimous decision, the Court of Appeals of the State of New York sustained our contentions, and subsequently the Postmaster General, acting upon an opinion of the Attorney General, ruled out of the United States mails all advertising matter relating to such estimating contests.

The passage of the new Tawney bill would speedily remove the effects of the questionable practices that have grown up since the repeal of Section 10 of the Dingley act and would in no way hamper the legitimate manufacturer in exploiting his products or in identifying them with his name and brands, for there is nothing in the measure that would prevent or restrict the use of cigar bands, labels, tags, etc., so long as the same are not redeemable. We earnestly hope that your committee will report the bill favorably and that it will become a law at an early date.

Respectfully yours,
(Signed) Jos. F. Cullman, Jr.,
President National Cigar Leaf Tobacco Association.

BETTER BUSINESS IN BOSTON.

Pleasant Weather Aids Retailers. Who the Workers are and How They are Working.

[Boston Bureau "The Tobacco World"
19 Devonshire Street]

Boston, Mass., March 9.

Business conditions were a trifle better the past week. On several days the weather allowed retailers to keep open their doors, and this of course helps along the business considerably. Collections, although still quiet, are much better than they were, and members of the trade with whom I daily come in contact express themselves as being confident of the usual good spring business arriving on time.

The tobacco trust is advertising in our daily papers which tobacco tags they redeem for presents, and also stating that many of our retailers will redeem same for the public, who will save much annoyance and expense if they choose the latter course.

I understand that the House of Lords, the new 25 cent package cigarette, is a failure, and the trust is now back again working on the Egyptian Deities. The price of the "after dinner" size has been reduced—so that the retailer can sell same at 25 cents a package and make a reasonable profit.

Victor Sheppard has been engaged by the Khedivial Co. of New York, and has already started in a heavy advertising campaign on the Oxford cigarettes. Hundreds of window displays are to be made in Boston and every retailer's window obtainable will be painted up in various shades of water color to boom the Oxford brand. The Khedivial Co.'s new cork-tip 15 cent package, Alma, is selling nicely, owing to the clever salesmanship of Sam Marcuson, the firm's Boston representative.

Another 15 cent package selling well here is the Royal Nestor. Charley Ellis has a crew of three hustling fellows under him and the showing they are making would lead one to believe there were a dozen or more working on the Nestor and Royal Nestor about town.

The Menashi-Khoury Co., through the untiring efforts of Bros. Williams and Mulligan, have the Menashi cigarette on a sound selling basis.

I. C. Rosenthal, of Rosenthal Bros., New York, makers of the R. B. and other brands of cigars selling well here, spent several days calling on the jobbing trade. This was Mr. Rosenthal's first trip to the Hub and he departed well satisfied with his visit. He booked a nice sized order for his new brand—Rosenthal Bros. Special, from Rosenthal Bros., the Hanover street wholesalers, who will be the Boston distributors of same.

Lynnhaven, the new 10 for 10 cents Turkish blend cigarette from the factory of Ware-Kramer Tobacco Co., Norfolk, Va., has arrived and R. D. Carnes and George W. Farant, the firm's local

(Concluded on p. 14)

APPEALING TO THE LAW.

It is stated that the Burley Tobacco Society is proceeding in the right direction now and that it will resort to the law to right its wrongs.

This is a creditable act, and Kentucky, like other States, is pretty well protected by statutes, but even if she has the backing of ample statutory laws, and they are not enforced, what then?

The cause of Kentucky's greatest present trouble dates back several months, and in that time vain efforts for relief have been made by appealing to the law. Not long since some of Kentucky's lawless citizens failed to be indicted by grand juries, notwithstanding the overwhelming evidence of their guilt of the charges of arson, murder and other heinous crimes. If the Burley Tobacco Society now succeeds in its boasted effort of appealing to the law, and succeeds in securing proper and effective legal action, it will have done much toward the redemption of the good name of the State as a law abiding commonwealth.

—The Kentucky Senate, on Friday last, passed the Crecilius bill, which tobacco growers say will cause the end of night riding. It had already passed the House. The bill provides a fine for anyone who violates his agreement to pool tobacco.—Daily Paper.

Well, perhaps that will be an easier method than blowing up tobacco wagons with dynamite, or burning the tobacco barns. To a man up a tree it might seem that a section could have been added providing imprisonment for any man who plants tobacco in Kentucky this year.

HARRY REEDER ON THE LEAF SITUATION.

Editor Tobacco World:

You will doubtless recall that through your columns I broke into print fourteen months ago telling the trade that they had gone crazy on high prices, and now I think the amount of pessimism in the trade is entirely unwarranted and they are going to wake up in due time to find that business has not gone plumb to the demnition bowwows.

There is not one pound too much good tobacco in the country today, and while I certainly agree that prices have been abnormally high and that there has been an adjustment of conditions going on, I do claim that good, sound, serviceable tobacco will be sought after with avidity before the roses bloom in June. In the meanwhile, packers have learned a lesson, and the new crops will be bought at such prices that will enable them to make a fair profit and sell the jobber and manufacturer at a price which will let them live.

The speculator has had his day, but stayed too long and had his wings clipped. The era of the business man is at hand. Sincerely,

A. H. Reeder,
Miami Valley Leaf Tobacco Co.
Dayton, O., March 6, 1908.

—There is no other means by which a man enlarges his trade that approaches advertising in effectiveness. There are no better means of accomplishing such results than by the use of trade paper advertising, by which means he would

THE TOBACCO WORLD
ESTABLISHED 1881 INCORPORATED 1902
Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia
Cable Address, "Baccoworld." Havana Office, Prado 36, Altos.
ADVERTISING RATES ON APPLICATION.
By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy.
Foreign Subscription, for all Countries of the Postal Union and Canada, $2 00 the Year.
Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, MARCH 11, 1908.

be sending out thousands upon thousands of couriers among the people directly in the trade, and more thoroughly acquaint them with his goods. Thus he becomes better known to a steadily enlarging trade, and a steadily enlarging trade means new customers and an increased business.

THE LOCAL TOBACCO NEWS

The leaf business seems to have been about the dullest branch of the trade for the past few weeks. Business among jobbing houses would have been practically at a standstill had it not been for traveling men on the road to personally solicit the business. A majority of them, however, report that it was only by the most earnest endeavor that a fairly good showing could be made. The demand for leaf had to be almost created. Mail orders were practically nil, save in the case of retailing jobbers. There has been no movement of goods in bulk, and even large packing houses are resorting to jobbing movements to place goods.

Trade in Sumatra has also been comparatively quiet during the past week, and only a few small lot sales were reported.

The Havana market remains unchanged in prices and general conditions.

The manufacturers have held their forces together pretty well. Salesmen on the road are meeting with fairly good success and mail orders are also coming on with some degree of satisfaction. Some few complain of collections being rather difficult, and that it retards their progress to some extent.

Last week was rather favorable to the retail trade so far as weather conditions were concerned, and with it the volume of business was also somewhat improved, particularly among those who have a transient trade patronage.

Since the beginning of the financial stringency last fall the retail dealers have been sailing more closely to the wind, in that they have not been adding much to their stock in many instances, or by taking on new lines of goods, but have contented themselves by handling only their former regular lines, which require a little less money. Certainly it is not encouraging to the manufacturer who is endeavoring to expand, but it is one of the conditions which he has to meet.

There were but comparatively few visiting salesmen in the city during the past week. Among them were J. M. Alvarez, Jr., (Y. Pendas & Alvarez), E. P. Jeffreys, with the Surbrug Co., H. G. Alces, with Simon Batt & Co., and Harry Prochaska, who came here in the interest of Balbin Bros., New York and Tampa.

Mr. Ellis, representing M. Melachrino & Co., of New York, manufacturers of high grade cigarettes, is expected here shortly. The goods from the Melachrino factory are being favorably received here.

Arthur Hagen & Co. reported an encouraging improvement in trade conditions during the past week, which was the beginning of the arrival of mail orders in numbers. The increased activity began Monday morning week last, and continued through the week.

George Frings, of J. Frings' Sons, has returned to this city after a short, but well earned, recreation trip to Florida.

F. D. Ware, President of the Ware-Kramer Tobacco Co., of Norfolk, arrived in Philadelphia on Saturday morning, after a flying trip through the Middle West and as far Northwest as Minneapolis. Mr. Ware stated that he was much pleased with the progress which was being made in the sale of his goods at all the points covered by him. In Philadelphia he found the progress made was particularly good.

F. Eckerson, of F. Eckerson & Co., Havana importers, is at present in Cuba, and reports the purchase of several desirable lots of Havana tobacco for their trade here, and the leaf is being promptly forwarded to Philadelphia.

Jacob Labe, of B. Labe & Sons, has gone on a flying Western trip. Upon his return he will prepare at once for a trip to Amsterdam to attend several of the spring inscriptions. His son, who was recently operated on for appendicitis, has improved very much and is believed to be on a sure road to full recovery.

Frank Dominguez, of E. A. Calves & Co., is still in Havana, where he is diligently looking over tobaccos in the hope of finding suitable stocks for their trade. Owing to the conditions prevailing in the market there it has been slow and arduous work.

"Lynnhaven" is the name of a new cork-tip Egyptian cigarette, made by the Ware Kramer Tobacco Co. and being placed on this market by Arthur Hagen & Co. When Mr. Ware was here last week he seemed quite sanguine of the success of their latest creation. Lynnhavens are neatly packed, 10 to the box, and retail at 10 cents.

John T. Dohan, of Dohan & Taitt, has been for several weeks in Wisconsin, superintending the handling of their packings in the Badger State, and has just returned to Philadelphia.

We understand that George Meade, with Jos. Way, and in charge of the 911 Market street branch, and John H. Keely, a popular retailer of 260 South Eighth street, are planning an extended trip through Europe, and are expecting to start some time during March. Why not make it a trio, by taking Robbie?

The numerous displays in hotels, cafes and high class stores indicate that there is something doing here on the New Seraph cigarettes of the Mentor Co., of Boston, which are being handled by Arthur Hagen & Co., of this city.

John F. Schnupp, until a few weeks past, was a salesman and office man with L. G. Haeussermann & Sons, but resigned his position to connect himself in a similar capacity with a Lancaster leaf packing house.

F. B. Robertson, has relinquished his offices at 1031 Spring Garden street, and now receives all his mail at P. O. Box 428, Philadelphia. His entire time is now devoted to looking after his trade and in developing the sale of his firm's product. Only a few days ago he gave a demonstration of his goods at the retail establishment of W. A. Haug, 17 North Ninth street. It was done by not only having a personal chat with many of the numerous customers who came into the Haug store, but an envelope containing a sample each of Match-It Cheroots and Manchester Stogies was handed everyone and the sale of these goods was effectually increased by it.

S. S. Shivers, a district manager of the cigarette department of Arthur Hagen & Co., has just spent a week in Philadelphia, shaking hands with old friends and making many new ones.

The Burley Cubs little cigars are apparently a decided hit in this market, and dealers declare they can hardly keep a stock on hand.

In an interview with a member of the creditors' committee of the Robert Klee affairs, we were informed that fully ninety per cent. of the creditors had consented to a proposed plan of settlement of his affairs on the basis of 25 cents on the dollar. It is hoped to secure the consent of all the creditors before the project is pushed to a finish.

A Convention Committee was appointed at the annual meeting of the Philad'a Leaf Tobacco Board of Trade, on Tuesday afternoon, and before the day closed the Finance Committee had practically assured itself of the pecuniary aid necessary to successfully carry out the plans.

To Protect the Consumers against the Host of Imitators of this Old Time Famous Popular Brand of Cigars
Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark
Juan F. Portuondo CIGARS

Established 1869
Registered in U. S. Patent Office
MANUFACTURED ONLY BY
The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia

MEETING OF PHILADELPHIA LEAF BOARD.

Held Annual Election of Officers and Appointed a Special Convention Committee. Delegates to the National Convention to be Appointed by President.

Entire Set of Old Officers and Board of Directors Were Re-elected by Acclamation.

Philadelphia, March 10.

The regular annual meeting of the Philadelphia Leaf Tobacco Board of Trade was held this afternoon, at the Harris Club, with a majority of the members of the Board present.

The reports of the various officers were read, and showed that considerable business, largely of a routine nature, had been transacted during the year just closing.

The Treasurer's report also showed the Association's finances to be in a very wholesome condition.

A report was made by the delegates who attended the last annual meeting of the National Association, and was to the effect that an invitation had been extended to the National Association to hold their convention in 1908 in this city, and that the invitation had been accepted.

This report was received with hearty favor by all members present, and steps were at once taken for a welcome reception and entertainment to the National Delegates. Two special Convention Committees were named, and were divided as follows:

Finance—George W. Bremer, Jr., E. A. Calves, Julius Vetterlein.

Entertainment—Leopold Loeb, F. Eckerson, John R. Young.

When the matter of appointing delegates to the National Convention was brought up it aroused the greatest degree of animation of the afternoon's proceedings. There was soon found to exist a strong sentiment in favor of sending instructed delegates, that is to say, instructed to the extent that they were to urge the National Association to consider certain matters which were deemed timely and important topics, and that if the matter came to a vote the Philadelphia delegates would vote in favor of certain views held by a majority of the members of the local board.

During this discussion Mr. Julius Vetterlein took advantage of a suitable opportunity to inform the members present that he feels that if the Association does not stand out for a more fixed principle, and adhere consistently and persistently to that principle, it will fail to accomplish any real purpose. The real nucleus of success in an organization such as this lies in the fact that it has specific purposes in view. He urged that the delegates to the National Convention this year be instructed to urge the adoption of certain measures.

Mr. Vetterlein's remarks brought a resolution from Mr. Young, as follows, and it was adopted:

"Resolved, That the delegates to the convention of the National Leaf Tobacco Association be and they are hereby instructed to notify the National Association that it is the sense of the Philadelphia Leaf Tobacco Board of Trade that the Legislation Committee should receive specific instructions to the effect that there should be a specific uniform rate of duty on all imported leaf tobacco; that said duty should not be more than 50 cents per pound, and that it should be assessed at the time of withdrawal. Also, that they be instructed to offer at the convention the following resolution:

"Whereas, The welfare of the leaf tobacco trade and the cigar manufacturing industry are interdependent, the National Board should recommend to the various local boards the advisability of admitting to membership all cigar manufacturers in the respective localities of the local boards, and that the constitution of the National Board should be amended to conform with such resolution."

After calling Vice President Bremer to the chair, President Rosenberg suggested that an honorary membership be created by naming several former and well known members of the trade, but now retired, as honorary members.

The suggestion was most favorably received and, by a unanimous vote, the following gentlemen were named as honorary members:

Jos. A. Bremer,	Arthur Hagen,
G. W. Bremer, Sr.,	John Hay,
Theo. Bremer,	Max Bamberger,
I. J. Dohan,	Julius Sundheim.

Mr. Julius Vetterlein jocularly re-

UNION MADE ..... ALL QUALITY ..... UNION BOXES
H. G. BURKY

MAKER

10c. HAND MADE HAVANA CIGAR 10c. 5c. A HIGH GRADE CIGAR FOR 5c.
Write for Samples and Prices
FACTORY No. 1898, FIRST DISTRICT, READING, PA.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

Monroe D. Sellers, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & CO.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

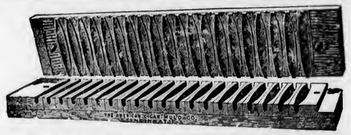
Michael Hose A. F. Brillhart

Dallas Cigar Co

Manufacturers of **CIGARS** & Dealers in

LEAF TOBACCO,

Dallastown, Penna.



SAVE AGENT'S COMMISSION

Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.

Send for our Catalogue of 1,500 Shapes

The American Cigar Mold Co., Cincinnati, O.

marked that while the action of taking into the association as honorary members the several named as "now retired" was commendable, he felt that under the present trade conditions almost all members of the leaf tobacco trade were practically retired. This remark brought a round of applause.

The election of a Board of Directors and Officers for the coming year was next in order, and at the suggestion of Mr. Young the entire board of directors and set of officers were re-elected by acclamation. They are as follows:

Directors:—H. W. Bremer,
Harry Hirschberg,
Geo. Burghard,
L. G. Haeussermann,
S. Weinberg.

Officers:

President—Morris Rosenberg.
Vice President—Geo. W. Bremer, Jr.
Secretary—J. S. Batroff.
Treasurer—W. H. Dohan.

The meeting was then adjourned.

President Rosenberg will announce his appointments of delegates to the National Convention at a later date.

Better Business in Boston.

(Concluded from p. 11)

representatives, have taken sample orders from most of our large wholesalers. Although the package is not a specially attractive one, the cigarette is one of quality and ought to prove a winner, if it gets the proper distribution and advertising.

J. Paris has purchased the cigar and tobacco store corner Hancock and Myrtle streets.

D. Bonanno, of New York, manufacturer of Italian stogies, is here taking orders from the jobbing trade. During the past 12 months, in certain sections of the city, the Toscani and Napoleantani have begun to be big sellers and the cheap three for five cents cigars seems to have seen its best day since Italian stogies came to the front.

Estabrook & Eaton are having a hard time of it with their Big Brothers since they changed the style from five for 10 cents to four for 10 cents. Although handsome presents were given away to help along the sale, the cigarros have fallen flat, and the sale is very light. Free samples are now being distributed, but that is not helping the goods sell so you could notice it. Ben Ali.

SPECIAL NOTICES.
(12½ cents per line, 8 point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LaSalle Street. CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

We Want to Send FREE
To every Cigar and Tobacco Man
Our NATIONAL CATALOGUE of Tools, Supplies and Novelties
a reference book that makes buying easy and profitable.
Make your request on your letter-head today.
NATIONAL SELLING COMPANY
Allentown, Pa. 11-13ch

L. BERNFELD
Cigar Broker
West Haven, Conn.
2-5tf

Pennsylvania Tobacco Seed
Scientifically grown and separated; 1,800 to 2,000 lbs. per acre; packets, 25 and 50c. Separated seed in 2½ lb. lots and up, $4 per lb.; single lb. $5.
John S. Weaver, Tobacco Breeder, **Kinzers, Pa.**
2-5t

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

FOR RENT—Cigar Factory, 32 by 80 feet; 3 stories; steam heater; elevator; good lighting system. Located on Phila. & Reading Ry., very close to depot. Low rent; good cigarmakers. Apply to Box C, Coopersburg, Pa. 3-4h

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

E. ROSENWALD & BRO.

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS

NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

VERY QUIET IN LANCASTER.

February's Cigar Output Report Has a Depressing Effect on the Market. Kinports Factory Gets a Big Order.

Lancaster, Pa., March 9.

While the leaf market during the past week has not shown much revival in activity, packers are a little encouraged by the increased number of inquiries which have been received. There have been times when the requirements of the local manufacturing industry amounted to a considerable quantity, but lately their needs seem to have lessened and fallen far below the average, owing to the slackness of orders for their goods.

It is not believed that even concessions in price would move a great quantity of tobacco just now, and there certainly has not, in that respect, been a break in the market. The price of leaf has remained practically unchanged since January 1.

There is little consolation to be found in the report of the Collector of Internal Revenue, for the month of February. It is but a reiteration of the sad story of January's decrease in output. The report of the sale of stamps shows that $144,537.36 in revenue was received by the Government. This amount represents an output of 48,388,750 cigars during the month of February. For the corresponding month of 1907 the output was 63,629,976. During January, 1908, the output amounted to 51,712,958. By a little calculation we find that the comparison between the output of February, 1908, and that of February, 1907, shows a falling off of 23 per cent. in the output. By making a comparison of the output for the month of February with that of January, we find that the month shows over 6 per cent. reduction from the January output.

The effect of this showing is plainly visible, not only in a quiet leaf market, but there seems to have also come a lull in the buying of the new crops. Packers now seem less anxious to buy, even at recent prevailing figures, than they were before this information became known, and several large houses have withdrawn their buyers from the field entirely, at least for the present. Some of what are here called country packers were still driving, at last reports.

There are a large number of factories in the county which are, at least temporarily, closed down, but soon after it had been made public that one of the largest factories operated in this city had closed, with no definite time set for re-opening, there also came the welcome news that an order for 2,000,000 cigars had been received by M. Kinports, at Ephrata, from the New York headquarters of the United Cigar Manufacturers' Co. A force of 200 hands is now employed, and more are being taken on.

E. B. Slote, a veteran leaf tobacco salesman who was for a great many years employed by Walter S. Bare, now at Lititz, died last week at the Lancaster Hospital, where he had been under treatment for some weeks. The immediate cause of death is said to have been heart trouble, although the deceased had for several years been a constant sufferer from athsma. Mr. Slote had for some time prior to his ill-

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor
Manufacturer of
FINE CIGARS
Holtz, Penna.

10c.---UNCLE JOSS---5c.

Pretty Bessie
York Nick....
Best Known..
} 5c.

Two Cracker Jacks (2 for 5 cents)

Oak Mountain Bouquet—Boston Beauties
Puro—Porto Rico Crooks

Correspondence with the Wholesale and Jobbing Trade Only invited.
Capacity, 25,000 per day. Telegraph—York, Pa.

Our Great Offer: **A Self Filling $2.00 Fountain Pen and "The Tobacco World" for one year, ¶ Both for $1.50; the Regular Price is $3.00.**

We have made a contract with one of the largest Fountain Pen Manufacturers in this country (Nathaniel Field), whereby we can supply you with **A First-Class Self Filling Pen** the best of its kind in the market. Every pen is solid gold, 14k., point tipped with genuine irridium.

The illustration shows the exact size of the Pen; if not satisfactory for any reason, it will be exchanged cheerfully.
This is an unusual opportunity to get a High Class Pen at a trifling cost.

TO ANY PERSON sending us **$1.50**, we will send this Beautiful Fountain Pen, postpaid, and will, in addition, enter the person's name for one year's subscription to "The Tobacco World." Should you already be a subscriber and desire to secure one of these Pens, your subscription will be extended one year from the date of its present expiration. This offer does not apply to foreign subscriptions, which cost $1.00 additional.

Address The Tobacco World, 224 Arch Street, Philadelphia, Pa.

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an
Exclusive line of

NICKEL GOODS

Which can be recommended for
Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

EDWARD E. SIMONSON
Packer of and Dealer in
Leaf Tobacco
Tobacco Bought and Packed on Commission
Stoughton, Wis.

ness been in the employ of Chas. J. Lederman.

Herman Stein, the South Prince street manufacturer and leaf dealer, has been on a business trip through Ohio during the past week.

John Slater has been at the factory headquarters of John Slater & Co. here for a week past.

S. R. Kocher, a cigar manufacturer at Wrightsville, has recently been on a business trip among his old customers, and was the recipient of a number of orders from them.

LITTLE CHANGE IN YORK.

Dullness in Cigar Factories Affects the Leaf Market. News Notes of the Trade.

York, Pa., March 9.

There is still not much change in conditions of trade. Manufacturers for the most part are dull, and the leaf market is naturally affected by their dullness. There has been some buying in York county, but mostly by local manufacturers who will in all probability use a considerable portion of the goods in their own factories. The prices they are paying are, however, away down as compared with last year.

G. W. Gable, a large manufacturer at Windsor, is said to have thus far purchased about 100 acres, a considerable portion of which has already been delivered. The prices average about 6½ cents, it is said.

Peter McGuigan & Son, of Red Lion, last week received several carloads of new tobacco, which were sent to Lancaster for packing.

It will be readily observed from the internal revenue report just made public that the cigar industry has not been in a thoroughly satisfactory condition for the past month, although some manufacturers made some good shipments.

John W. Minnich & Son, of Dallastown, are reported to have shipped during February 85 cases of cigars, which is probably a larger sale than some other factories experienced.

The revenue receipts for the month of February at the York office were $64,000, representing a total output of cigars of less than 22,000,000. This amount of revenue was $10,000 less than that of January, and $36,000 less than during February, 1907.

Only seven licenses for new factories were issued during the month of February, and that is a remarkably small number. They are as follows: W. J. Neff, Alvin Smelter and Flora A. Wright, all at Red Lion; Clara Eberly, Dallastown; John A. Zumbrum, West Manheim township; Hiram F. Martin, Windsor, and Grace M. Barley, Yoe.

Several of the Dallastown factories had been closed down temporarily, but have again resumed operations.

At Yoe, B. S. Taylor has had his cigar factory in daily operation since New Year, and the scrap factory is also working with the usual force.

The Yoe Box Factory has, however, been slack of orders for several weeks.

W. H. Jackson, of Red Lion, has purchased the interest of John R. Anderson in the Royal Cigar Box Co., and will hereafter conduct it individually, but under the old name.

Aden Buser, of Tilden, has managed to keep his box factory running with considerable regularity, and is also doing quite a good business in cigar box labels, of which he carries a large stock.

H. F. Kohler, of Nashville, is not at all pessimistic about trade conditions. Although he is not rushed with orders at present, he is making full preparation for a good year's business.

W. E. Eimerbrink, of York, is preparing to remove to his new factory at Stoverstown, as soon as certain improvements can be made to the premises which he purchased some time ago.

Vacates After Thirty-one Years.

Springfield, Ill., Feb. 28.

J. H. C. Schoettker, the veteran tobacconist and cigar manufacturer, has moved from the corner he has occupied for thirty-one years.

The smokers and friends of Mr. Schoettker will be pleased to know that he has secured another location close by between Fifth and Sixth on Monroe street, and will continue in the retail tobacco business and the manufacture of his widely known "Red Label" cigar.

After the State National Bank moved from this corner in 1877, the firm of Schoettker & Gehring rented this stand from Mr. Hickox and continued in the business until the death of Mr. Gehring in 1903. After the death of Mr. Gehring, Mr. Schoettker purchased the interest and continued the busine s at the old stand.

Mr. Schoettker's success in business is due more to the courteous treatment of his customers and the quality of goods he turns out and offers to his trade rather than to the location which he occupied, and his friends and patrons assure him of the continuance of their patronage and wish him success in his new stand.

The present owner of the building, Mr. Alexander McCosker, has leased the old corner to Mr. Thomas Allen, who intends opening up a saloon and cigar stand at the old location.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a pleasure to look over our Samples

Samples cheerfully submitted upon request — P. O. Box 96

CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specialty

32 and 34 East Chestnut Street, Lancaster, Pa.

W. B. HOSTETTER & CO.

Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue.
York, Penna.

We Make SCRAP FILLER for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

Nos. 49 and 51 West James Street
Lancaster, Pa.

H. H. MILLER

Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock
327 and 329 North Queen Street
LANCASTER, PA.

MILTON H. RANCK

Packer of
Penna. Broad Leaf
Dealer in
All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

J. K. LEAMAN

Packer of and Dealer in

LEAF TOBACCO

142 North Market St.

United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN

Packer and Dealer in

Leaf Tobacco

Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA. — MAIN OFFICE: Lancaster, Pa.

The York Tobacco Co.

Packers and Jobbers in
All Grades of
LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco — York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. — Lancaster, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue. E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

The Mecklé Lithographic Company
Clarendon Road & East 37th St. Brooklyn N.Y.
Branch Office,
171 East Randolph St. Chicago Ill.
Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

Caution for Cigar Dealers.

A recent decision of the Treasury Department is of importance to all dealers in cigars. It is well known that many dealers in this commodity make a practice of removing the entire tops of cigar boxes, thus destroying the greater portion of the internal revenue stamps. Such removal is made with the idea of gaining space in window displays or in show cases. The decision gives dealers to understand that the removal of that part of the top of cigar boxes to which the major portion of the internal revenue stamp is attached is in violation of law and dealers are cautioned against placing themselves in the position of violators of the law.

Knowing the advantage to be gained by the removal of the tops of the boxes the office has suggested the plan of cutting off all of the top of the box with the exception of the small portion on which the revenue stamp is placed. Many have adopted this plan and find it satisfactory. Dealers are permitted by law to sell at retail from stamped packages, but it is plain that this condition is not met when the greater portion of the stamp has been removed from the package. The internal revenue inspectors have been told to notify the collectors of any violation of this law, and collectors will report all such cases to the U. S. District Attorney.

Three-Year-Old Smokes Pipe.

A three-year-old boy, hardly yet out of dresses, who was strutting up and down the deck of an in-coming emigrant steamer calmly puffing at a large meerschaum pipe, was the sight that made the immigration officers rub their eyes when they boarded the ship at quarantine.

The boy, Traian Laczi, with his mother, Mrs. Jela Laczi, comes from Roumania to join the father, who is in Pittsburg. The mother told the immigration officials that the little boy has been an inveterate smoker of tobacco ever since he was weaned. He enjoys his after-dinner pipe immensely and if denied the pleasure makes known his grief in loud wails.

Dr. Reimer, the immigrant physician, examined the little boy and pronounced him sound and healthy. He is apparantly none the worse for the habit he has contracted.

The Chewers.

"Tobacco ain't the only thing chewed," said the cigar store man. "I wisht it was. But I'm writin' up a story about chewers for the Sunday paper.

"In the far East they chew the betel. They wrap the nut in a bit of leaf and, for seasonin', they add a little lime. It's a tart-tastin' chew, not bad, and it has, like tobacco, a soothin' effect.

"Coffee experts and dealers chew coffee beans, and tea dealers chew tea. Very exhiliratin', both chews, but ruinous to the nerves and digestion.

"Jockeys and trainers chew oats, hay, straw—anything horsey. Horse feed makes a cheap and harmless chew.

"In the spice trade the hands often get the habit of chewing ginger, or cinnamon, or a clove; but spices are bad for the teeth.

"Seamstresses chew bits of thread, and athletes chew gum."

A. HUSSEY
LEAF TOBACCO CO.

THE BEST ORGANIZED
MOST COMPLETE AND
LARGEST MAIL ORDER
LEAF TOBACCO
ESTABLISHMENT IN
AMERICA
NEW YORK
CHICAGO
ST. LOUIS

STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84—86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
Lead Seals and Stencils
QUAKER CITY
STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED
The Krohn Tobacco Co.
(of WINDSOR, CONN.)
Our Plantations are in the most famous growing section
Fine Handling Superb Quality
Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

HERMAN DELLE

York, Penna.
Maker of
Delman 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

GEO. W. PARR
Manufacturer of
Fine Cigars
Littlestown, Pa.

MAKER OF
Fernside and
Lord Wharton
Five Cent Goods
Sold to the Jobbing Trade only.
Correspondence invited

THE BEAR BRAND

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: *The* Bear, *The* Cub, Essie, and Matthew Carey

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

Mc Sherrystown, Pa.

W. R. DAUGHERTY & BRO.

Manufacturers of
Fine Domestic
Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

OLDEST MANUFACTURERS OF
PEACH and PRUNE FLAVORS
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK.

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

Ottumwa Has New Cigar Co.

Ottumwa, Ia., March 5.

One of Ottumwa's new enterprises is the M. P. R. L. Cigar Co., which has just started in business at 227 East Main street. The members of the firm are J. H. McCaig, Wm. Potter, J. Ramey and Frank Lewis.

These men have all had many years experience in the manufacture of cigars. This company bids fair to be a progressive institution. They are manufacturing at present three brands of cigars—the M. P. R. L., (the initial brand), Straights and the El Stilo, in two styles—the Espanola and the Club Havana.

One of the members of the firm in speaking of the business said they are buying their tobacco from New York, Chicago, Milwaukee and other tobacco markets, and experience enables them to choose only the best.

Consolidation in Detroit.

Detroit, Mich., March 5.

There is a likely prospect that the Lilies Cigar Co., of Kalamazoo, will be moved to Detroit and consolidated with the Main Issue Co. of this city, the two companies having the same owners and officers. Labor troubles in Kalamazoo are causing the officers to consider the matter. President Isaac Goldberg, who resides in Kalamazoo, and General Representative Sam Goldberg will be in Detroit Monday afternoon to look over the situation. If the removal is made 120 more hands will be employed.

Another Sam Goldberg, a cousin of President Isaac Goldberg, is manager of the Detroit company. He says that the shops are union shops, and that the trouble in Kalamazoo is over rules for the closer working of stock, which the men think will reduce their daily output. A larger Detroit building will be required, says Manager Golbderg, if the consolidation is made.

New Factory for Kalamazoo.

Kalamazoo, Mich., March 5.

A new cigar factory for Kalamazoo is the prophesy of several business men, if the Lilies Cigar Co. removes its plant to Detroit, as has been threatened by the company management if the striking cigarmakers do not return to work soon under old conditions.

It was stated yesterday by a well known business man that another shop, to manufacture a 10 cent cigar similar to the output of the Lilies factory, would be started if the Lilies company moved its plant from this city to Detroit, where the company management says it has an option on a factory building.

It is said that there is considerable local capital behind the project, but that practical outside cigar manufacturers will be the head of the new concern. It is claimed that the factory will be started here within a few days after the Lilies company leaves, and that local men are backing it because it will prevent the workingmen from leaving the city.

There was no change in the strike situation yesterday, according to announcements from both union headquarters and company offices. A meeting of the union strike committee was held yesterday afternoon, followed by a conference with the company management, but it was reported that there were no results.

Leaf Tobacco Markets

BALDWINSVILLE, N. Y.

Orville Gifford and J. Wallace Lee, representing Hinsdale Smith & Co., of Springfield, Mass., received several carloads of recent purchases at the D., L. & W. freight house on Tuesday, shipping to Springfield. J. W. Upson has bought a few crops during the last week and has his warehouse running with a full force.—Gazette.

EDGERTON, WIS.

The buying of last season's crop is progressing with more deliberate methods than for some years past. We learn that the buyers of the American Cigar Co. have commenced riding, but the movement everywhere is quietly done and time taken in making selections. Buyers claim there is but little trouble experienced in agreeing upon terms, and growers are quite generally anxious to dispose of their holdings at the going prices. So far the effort is largely to pick the most promising crops, and prices seldom get much above the 8 cent mark for the wrapper and binder brands for bundle delivery. Going prices are:

George Hall, 11a at 7½ and 2c.
G. G. Moen, 3½a at 8 and 2c.
Olaus Swenson, 3a at 8 and 2c.
Fred Lintvedt, 4½a at 8, 6 and 2c.
Mont Palmiter, 3a at 6 and 2c.
Antone Strom, 4a at 7½ and 2c.
Martin Halverson, 7½a at 8, 7, 5 and 2c
Julius Jaeger, 4a at 7, 5 and 2c.

Deliveries have been coming in quite freely during the week at receiving points and warehouse handling is now well under way at most of the packing points, though at no place is the usual complement of help yet employed.

The market for old leaf continues in the same unsatisfactory condition. An occasional sale is made around former prices but the general tone is not as encouraging as packers would wish.

Shipments 1,044 cases.—Reporter.

PATENTS RELATING TO TOBACCO, Etc.

879,851 Combined tobacco reservoir and cigarette filler; H. D. Bonnell, Norfolk, Va.

880,487 Cigarette tube; J. Gueniffet, A. Benoit, and J. Nicault, Paris, France

880,488 Cigarette tube or mouthpiece; J. Gueniffet, A. Benoit, and J. Nicault, Paris, France.

880,616 Tobacco stemming machine; C. H. and H. E. B. Andrew, Stockport, England.

881,051 Match safe; W. A. Brewster, Philadelphia, Pa.

880,749 Pipe cleaner; W. O. Sullivan, New York City.

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade
Seed and Havana
Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge
Cigar Box Factory
CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

American Protectorate
A Choice 5c. Cigar
Handsomely Packed and put up in Several Popular Shapes and Sizes
Manufactured by
Himmelberger & Noll.
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LITHOGRAPHERS AND PRINTERS
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SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
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NEW YORK
CIGAR LABELS AND BANDS

It Will Remove Rankness from Tobacco
Take Away Mustiness and Give Cigars Havana Flavor.
CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
Chaskel Chemical Works
265 West Broadway, New York

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PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc.
MANUFACTURERS
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WRITE FOR SAMPLES AND RIBBON PRICES.
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Wm. STEINER, SONS & COMPANY
Lithographers
257 to 265 West 17th Street, NEW YORK
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KEYSTONE VARIETY WORKS HANOVER PA.
ESTABLISHED 1890
GIVE US A TRIAL WE WANT YOUR OPINION
Printed or Stamped in Gold or Silver
BANDS
STOCK CARDS

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H. W. HEFFENER
Howard and Boundary Aves.
YORK, PA.
Steam Cigar Box Manufacturer
DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS,
EDGINGS, BANDS, ETC.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE
Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers.

ADEN BUSER Manufacturer of
Dealer in LUMBER LABELS EDGING ETC.
Cigar Boxes and Cases
R. F. D. No. 3
YORK, PENNA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
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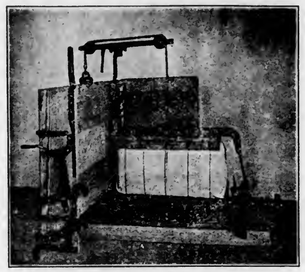
716—728 N. Christian St. LANCASTER, PA.

Minnich Baling Press
PATENTED MARCH 9, 1897



For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.
Specially Constructed
Presses
FOR LEAF TOBACCO PACKERS
Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
Minnich Machine Works
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Acme Extract and Chemical Works,
Manufacturers and Importers of
Havana Cigar Flavors, Casing Wines, Gums, Extracts, Betunes, Sweetenings and Specialties for All Kinds of Tobaccos.
E. G. ECKERT, Proprietor. Hanover, Pa.

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H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
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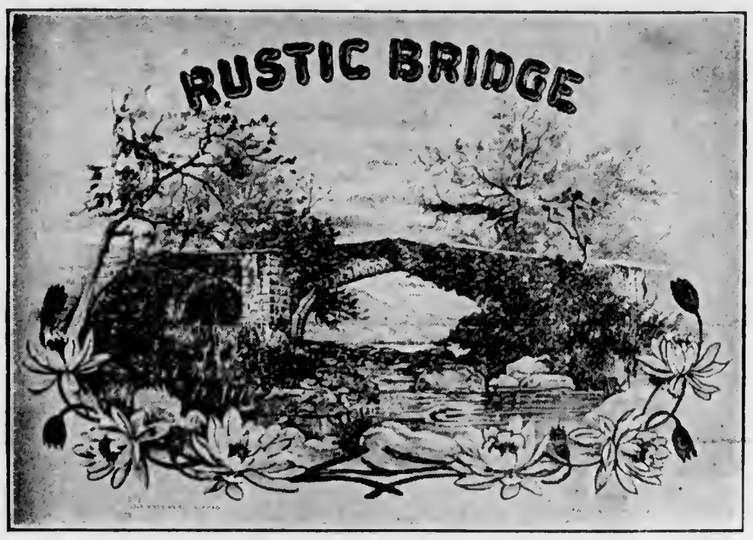
JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

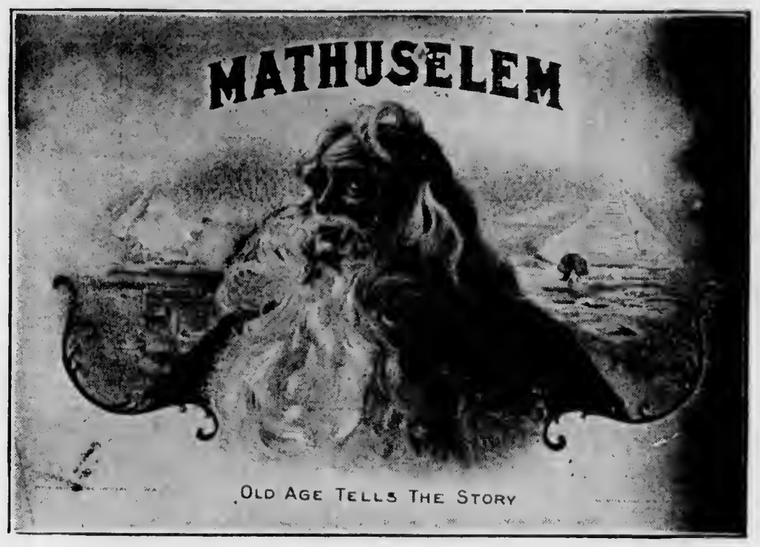
Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands
"BRILLIANT STAR" Cigar Havana . 10c.
"S. B." Seed and Havana . . . . . 5c.
"KATHLEEN O'NEIL" . . . . 5c.
"VUELTA SPRIGS" The Mellow Cigar . 5c.
These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .
STAUFFER BROS. MFG. CO.
NEW HOLLAND PA.

For Sale by All Dealers
VIRGINIA PERIQUE

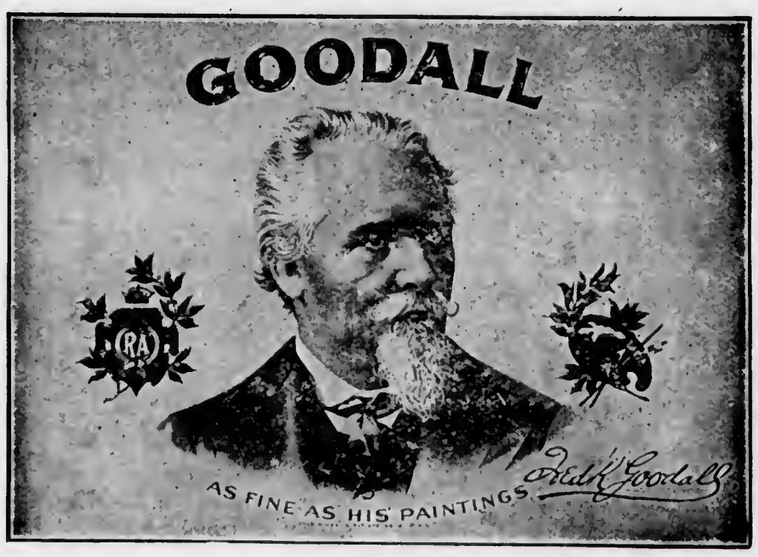
MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

W. A. LAHR





Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison
with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

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Established in 1881.
Vol. XXVIII., No. 13.

PHILADELPHIA and NEW YORK, MARCH 25, 1908.

One Dollar per Annum.
Payable in Advance.

Liberman Suction Tables

RECOGNIZED STANDARD

Thimbles made to order to fit any desired shape of cigar head

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CIGARMAKERS' KNIVES

Liberman Manufacturing Co.

812-814 Winter Street PHILADELPHIA, PA.

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CENTRAL UNION . Cut Plug
IDLE HOUR . . . Sliced Plug
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UNION MADE GOODS INDEPENDENT FACTORY

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SHADE GROWN FLORIDA
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FLORIDA TOBACCOS

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231 CHESTNUT STREET
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(LORD LANCASTER, 10c.)
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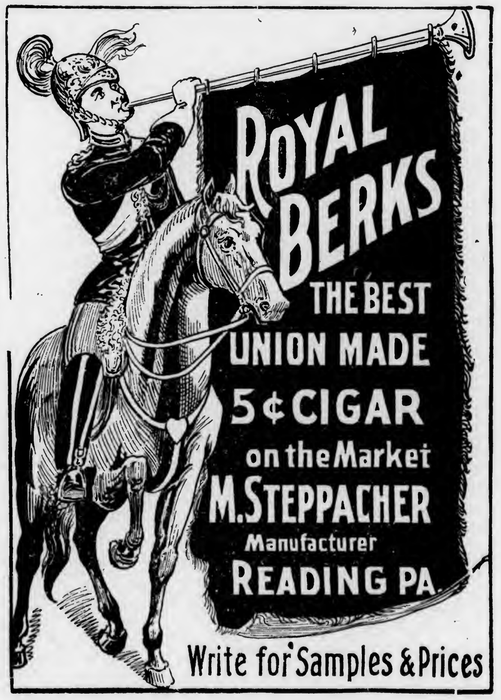

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Tel. 722 Orchard 6-8-10 Gouverneur Slip, NEW YORK

For Sale { CIGAR SCRAPS—Clean and Sound
Write Us for Prices
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Tampa, Fla., March 21.

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U. S. Senate,
Washington, D. C.

Dear Sir:—I am informed that the bill H. R. 17,520 entitled "A bill for the relief of tobacco growers," which was recently passed by the House, has been referred to your Committee. On behalf of the National Cigar Leaf Tobacco Association, of which I have the honor to be president, I desire earnestly to protest against the further consideration of this measure, but if your Committee shall decide to take it up for action, I would request that hearings thereon be accorded and that this Association have the earliest possible notice thereof.

I enclose herewith copy of a letter which I had the honor to address to the Speaker of the House, under date of February 25, 1908, in which I outlined briefly some of the reasons why this Association as well as the tobacco trade at large is unalterably opposed to this measure. This is a particularly inopportune time for the passage by Congress of a bill which would greatly reduce the revenue from manufactured smoking and chewing tobacco and facilitate frauds upon the revenue by unscrupulous manufacturers of cigars and cigarettes. Internal revenue experts have frankly expressed their inability to calculate the probable loss of revenue that would result under this bill but it is perfectly obvious that inasmuch as every pound of taxpaid tobacco displaced by untaxed leaf sold direct to the consumer would cost the Government the full tax thereon, the alleged benefits to the tobacco growers to be derived would be exactly measured by the loss to the national Treasury. In other words, unless the proposed law should absolutely fail of its purpose to help the tobacco grower in his effort to find a market for his product outside the usual commercial channels, it would cause an enormous loss to the public revenue.

The demoralization that would result throughout the cigar leaf trade, which is an important special branch of the tobacco industry, should this bill become a law, can hardly be calculated. The national revenues would undoubtedly suffer because of the facility with which unscrupulous cigar manufacturers would be able to procure leaf tobacco from parties who are neither growers nor registered leaf dealers, for the internal revenue officials would have no means of tracing such tobacco and in addition to the actual loss in revenue, it would be necessary to greatly increase the present staff of special agents and to impose additional safeguards which would work a great hardship to the legitimate trade. The reputable registered leaf dealer would also find himself forced into competition with an army of unregistered, unlicensed dealers, the majority of them having no fixed place of business or commercial credit, and it would only be a short time before this branch of the trade would be thrown into the hands of commercial freebooters, ready at all times to enter into conspiracies with conscienceless manufacturers to defraud the Government.

I have not undertaken to give you more than a brief outline of some of our objections to this bill. Should it be taken up, however, I shall be glad to present the reasons for our opposition in detail and in such a manner that I am confident they will prove convincing.

Respectfully yours,
(Signed) Jos. F. Cullman, Jr.,
President National Cigar Leaf Tob. Assoc'n.

Activity at Baldwinsville.

Baldwinsville, N. Y., March 19.

Hinsdale Smith & Co. received five carloads of tobacco at the freight house on Wednesday. Herman Slade is buying for Rose & Wobbe this week in Clay. He is alleged to have paid as high as 7 cents a pound in the bundle.

Mr. Kaiser, of Kaiser & Boasberg, has registered at the Seneca House and is buying extensively. C. S. Northup is still running a full force in Lysander. J. W. Upson has all hands at work in his warehouse and will continue the work into May.

Dunham & Mills are assorting and bulk sweating for all who so desire. They employ a full force. In other parts of the State sales are reported from 3 cents to 10 cents per pound. The crop is very uneven, having been harvested at all stages of development and much of it having failed to cure.

Buying Slowly in Connecticut.

Windsor, Conn., March 20.

Tobacco buyers are playing the waiting game with the tobacco growers hereabouts, for to date only about one-fifth of the crop has been sold, and that at prices as low as six cents and not higher than 14 cents in the bundle. Last year at this time nearly every crop was bought up at prices ranging between 20 and 30 cents a pound in the bundle, but according to reports only 125 acres have been sold.

FARMERS DESTROY SEED BEDS.

Fear of Night Riders Induces Kentucky Farmers to Destroy their Plant Beds and Quit the State.

Lexington, Ky., March 23.

Because of warning letters and visits from night riders, many farmers in the 42 counties in the White Burley tobacco region are destroying their plant beds. Many huge signs have been erected declaring the intention of the farmers not to raise a crop this season. Realizing the difficulty of making a living in case the decision to raise no tobacco is adhered to, other farmers are preparing to remove from the State, while many owners have placed their property on the market with the avowed purpose of leaving Kentucky.

New LaFayette Establishment.

LaFayette, Ind., March 19.

Having signed a five-years' lease on a store room in the Family Theatre building Ferdinand M. Brown, a popular young Lafayettean, will install brand new fixtures and open up a new "smoke shop." He will buy an entire stock of cigars, tobacco, etc., and will be ready for business by the first of April. His place will be known as "The Smoke Shop" and will be modern in every detail. He has contracted with the Brunswick-Balke-Collender Company for the furniture for his shop and it will all be of the mission style. Art glass doors will be constructed in the front and a window sill will be made in the lobby of the Family Theatre. Two huge leather upholstered settees will adorn one side of the shop and the cases for tobacco, which will be of the old mission pattern, will have pretty art glass designs. When finished in every detail the store will be one of the handsomest and most attractive of its kind in the State. The store will be owned and managed by Mr. Brown.

Ohio Factory Removal.

Springfield, O., March 20.

Louis Bretzfelter has leased the Patric Furnace plant in West Washington street and is making preparations to move his cigar factory from Bellefontaine.

Mr. Bretzfelter purchased the factory from the George A. Carr Cigar Co., of Bellefontaine, in October, 1907, and since then has increased the output from 20,000 to 50,000 cigars per week. He will use the entire second floor at his new location which will allow about 5,000 square feet of floor space. He will employ about fifty people and will double the output of his factory.

Mr. Bretzfelter has retained Mr. Boehm, of Bellefontaine, as manager. The bulk of the output will be shipped west of St. Louis, as many of the largest jobbers in that section are handling his cigars. The name of the factory will be changed from the Bellefontaine Cigar Co. to the Bretzfelter Cigar Co., and it is expected to be in full operation by the first of April.

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

CHARLES M. GUDKNECHT, PRESIDENT

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Dear Sir:—I am informed that the bill H. R. 17,520 entitled "A bill for the relief of tobacco growers," which was recently passed by the House, has been referred to your Committee. On behalf of the National Cigar Leaf Tobacco Association, of which I have the honor to be president, I desire earnestly to protest against the further consideration of this measure, but if your Committee shall decide to take it up for action, I would request that hearings thereon be accorded and that this Association have the earliest possible notice thereof.

I enclose herewith copy of a letter which I had the honor to address to the Speaker of the House, under date of February 25, 1908, in which I outlined briefly some of the reasons why this Association as well as the tobacco trade at large is unalterably opposed to this measure. This is a particularly inopportune time for the passage by Congress of a bill which would greatly reduce the revenue from manufactured smoking and chewing tobacco and facilitate frauds upon the revenue by unscrupulous manufacturers of cigars and cigarettes. Internal revenue experts have frankly expressed their inability to calculate the probable loss of revenue that would result under this bill but it is perfectly obvious that inasmuch as every pound of taxpaid tobacco displaced by untaxed leaf sold direct to the consumer would cost the Government the full tax thereon, the alleged benefits to the tobacco growers to be derived would be exactly measured by the loss to the national Treasury. In other words, unless the proposed law should absolutely fail of its purpose to help the tobacco grower in his effort to find a market for his product outside the usual commercial channels, it would cause an enormous loss to the public revenue.

The demoralization that would result throughout the cigar leaf trade, which is an important special branch of the tobacco industry, should this bill become a law, can hardly be calculated. The national revenues would undoubtedly suffer because of the facility with which unscrupulous cigar manufacturers would be able to procure leaf tobacco from parties who are neither growers nor registered leaf dealers, for the internal revenue officials would have no means of tracing such tobacco and in addition to the actual loss in revenue, it would be necessary to greatly increase the present staff of special agents and to impose additional safeguards which would work a great hardship to the legitimate trade. The reputable registered leaf dealer would also find himself forced into competition with an army of unregistered, unlicensed dealers, the majority of them having no fixed place of business or commercial credit, and it would only be a short time before this branch of the trade would be thrown into the hands of commercial freebooters, ready at all times to enter into conspiracies with conscienceless manufacturers to defraud the Government.

I have not undertaken to give you more than a brief outline of some of our objections to this bill. Should it be taken up, however, I shall be glad to present the reasons for our opposition in detail and in such a manner that I am confident they will prove convincing.

Respectfully yours,
(Signed) Jos. F. Cullman, Jr.,
President National Cigar Leaf Tob. Assoc'n.

Activity at Baldwinsville.

Baldwinsville, N. Y., March 19.

Hinsdale Smith & Co. received five carloads of tobacco at the freight house on Wednesday. Herman Slade is buying for Rose & Wobbe this week in Clay. He is alleged to have paid as high as 7 cents a pound in the bundle.

Mr. Kaiser, of Kaiser & Boasberg, has registered at the Seneca House and is buying extensively. C. S. Northup is still running a full force in Lysander. J. W. Upson has all hands at work in his warehouse and will continue the work into May.

Dunham & Mills are assorting and bulk sweating for all who so desire. They employ a full force. In other parts of the State sales are reported from 3 cents to 10 cents per pound. The crop is very uneven, having been harvested at all stages of development and much of it having failed to cure.

Buying Slowly in Connecticut.

Windsor, Conn., March 20.

Tobacco buyers are playing the waiting game with the tobacco growers hereabouts, for to date only about one-fifth of the crop has been sold, and that at prices as low as six cents and not higher than 14 cents in the bundle. Last year at this time nearly every crop was bought up at prices ranging between 20 and 30 cents a pound in the bundle, but according to reports only 125 acres have been sold.

FARMERS DESTROY SEED BEDS.

Fear of Night Riders Induces Kentucky Farmers to Destroy their Plant Beds and Quit the State.

Lexington, Ky., March 23.

Because of warning letters and visits from night riders, many farmers in the 42 counties in the White Burley tobacco region are destroying their plant beds. Many huge signs have been erected declaring the intention of the farmers not to raise a crop this season. Realizing the difficulty of making a living in case the decision to raise no tobacco is adhered to, other farmers are preparing to remove from the State, while many owners have placed their property on the market with the avowed purpose of leaving Kentucky.

New LaFayette Establishment.

LaFayette, Ind., March 19.

Having signed a five-years' lease on a store room in the Family Theatre building Ferdinand M. Brown, a popular young Lafayettean, will install brand new fixtures and open up a new "smoke shop." He will buy an entire stock of cigars, tobacco, etc., and will be ready for business by the first of April. His place will be known as "The Smoke Shop" and will be modern in every detail. He has contracted with the Brunswick-Balke-Collender Company for the furniture for his shop and it will all be of the mission style. Art glass doors will be constructed in the front and a window sill will be made in the lobby of the Family Theatre. Two huge leather upholstered settees will adorn one side of the shop and the cases for tobacco, which will be of the old mission pattern, will have pretty art glass designs. When finished in every detail the store will be one of the handsomest and most attractive of its kind in the State. The store will be owned and managed by Mr. Brown.

Ohio Factory Removal.

Springfield, O., March 20.

Louis Bretzfelter has leased the Patric Furnace plant in West Washington street and is making preparations to move his cigar factory from Bellefontaine.

Mr. Bretzfelter purchased the factory from the George A. Carr Cigar Co., of Bellefontaine, in October, 1907, and since then has increased the output from 20,000 to 50,000 cigars per week. He will use the entire second floor at his new location which will allow about 5,000 square feet of floor space. He will employ about fifty people and will double the output of his factory.

Mr. Bretzfelter has retained Mr. Boehm, of Bellefontaine, as manager. The bulk of the output will be shipped west of St. Louis, as many of the largest jobbers in that section are handling his cigars. The name of the factory will be changed from the Bellefontaine Cigar Co. to the Bretzfelter Cigar Co., and it is expected to be in full operation by the first of April.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

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The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco

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THE TOBACCO WORLD

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut, is a fac-simile, in its actual size, of the Precinta or warranty stamp which is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these stamps, were made in Cuba by the Independent Manufacturers.

Thus a copy of that warranty stamp attached to any box of Cigars and Cigarettes or to any packages of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Habana, Cuba, with the genuine Tobacco Leaf grown in the famous Vuelta Abajo

DON'T FORGET THIS, RETAILERS, IMPORTERS AND DISTRIBUTORS.

COLORS OF THE PRECINTA: Black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

New Factory for Kalamazoo.

Kalamazoo, Mich., March 19.

A new cigar factory, backed by local capital, to replace the Lilies plant, which is being removed to Detroit by Manager Goldberg, is planned for Kalamazoo and seems to be a certainty.

A number of prominent business men have announced their willingness to subscribe for stock in a new cigar company, and it is expected that no trouble will be found in securing the money necessary to start the business.

To keep in Kalamazoo the cigarmakers who are left by the Lilies Company is the object of the men who are booming the proposed company, and it is expected that employment could be found for all of the striking cigarmakers who remain in Kalamazoo.

One or two members of the union and several men of experience in the cigar business are taking up the project for a new factory, and expect to have it in definite form within a few days. In the meantime they are withholding their names and those of the men who will furnish the capital.

One plan suggested is the organization of a kind of co-operative company, all employes who are able taking stock. Another idea is the organization of a stock company, giving employes a chance to take all the stock which they are able.

Preparations for moving were continued yesterday at the Lilies factory and Manager Goldberg expects to have the entire building vacated by the end of next week. It is said that the Lilies Company does not own the building at Church street and Kalamazoo avenue, and it is proposed as the location for the new factory.

New Home for Lilies Cigar Co.

Detroit, Mich., March 19.

Through the combination of the Lilies Cigar Co., of Kalamazoo, with the Main Issue Cigar Co., of Detroit, this city will have a new cigar making plant with a force of 500 employes. Quarters have been secured in the Boydell building, at Champlain and Beaubien streets. The Lilies Company has been in operation in Kalamazoo since 1869.

Assignment in North Carolina.

Durham, N. C., March 19.

The J. P. Scales Cigar Company, popularly supposed to have been doing a successful and brisk business, yesterday gave notice of an assignment and the Greensboro Exchange and Trust Company is the receiver.

The company has liabilities amounting to $3,500 and the capital stock is $5,000. Until an inventory is taken, the assets cannot be named.

The cause of the failure is undoubtedly the general business depression. The Scales Company has other similar stands in Greensboro and Durham, and has done a large business.

Washington Cigarist Retires.

Yakima, Wash., March 19.

J. F. Moore, late of Minnesota, on Wednesday morning took possession of the cigar factory and retail business of F. X. Nagler, 5 East Yakima avenue. The deal has been pending for several days and was finally closed on Wednesday. The new firm will be known as Moore Bros., a brother being expected here later in the summer. Mr. Moore, who is a practical cigar man, will retain the present quarters and continue to wholesale and retail.

Northern Wisconsin Leaf Tobacco Co.

PACKERS OF AND DEALERS IN

Northern Grown Wisconsin Tobacco Exclusively

LA CROSSE, WIS.

STEPHEN F. KETRAN

Interior Wood.. Work..

Makes a Specialty of Fitting Up Cigar Stores

Bank, Church, Office, Store Fixtures and Special Cabinet Work

1615 to 1623 McKean St., Philadelphia

AWARDED GOLD MEDAL at Jamestown Exposition.

White Rolls Cigarettes

ARTHUR HAGEN & CO., General Agents,

151 North Third Street, Philadelphia.

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Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

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Our Retail Department is Strictly Up-to-Date

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

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Office and Salesroom:

313 and 315 West Grant Street

Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Keyno

HAVANA SHORTS

2 oz. 5c.

Norristown

Tobacco Works

NORRISTOWN, PA.

Manufacturers of

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Private Brands for Jobbers a Specialty Samples submitted on application

L. J. SMITH & CO.

Wholesale

Cigar Manufacturers

and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

Established 1895 Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

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Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of **HAVANA**, 123 North Third Street PHILADELPHIA

Collapse of the Cigarmakers' Strike in Havana.

And as Usual, the Workmen Pay the Cost of the Entertainment. It Will Require Many Weeks of Work at Good Wages to Make Up Their Losses, while the Attempt to Dictate How Many Shall be Employed Has Entirely Failed. Trade Not Good Last Week.

(Special Correspondence of The Tobacco World.)

Havana, Cuba, March 16, 1908.

Business during the past week has not been as active, and it almost seemed as if neither buyers or sellers cared to increase their bids or lower their asking prices in order to bring about larger transactions. The former mistakenly think that their cash is worth more than in normal times, and the latter, having an eye upon the less favorable aspect of the new crop, are not inclined to slaughter their holdings at any price. The continued drought in the island of Cuba is having its effect upon all the late plantings of tobacco, and even if it should rain now it is almost too late to do any good, especially as far as the Vuelta Abajo is concerned. Tobacco which has not reached its maturity by the middle of March has never given any good result as, when cut after this date, there are nine chances out of ten that the leaf will not dry enough before the rainy season sets in.

As far as the crop in the Santa Clara Province is concerned it is also too late to increase the quantity of Capaduras of heavy quality, because, even if with timely rains a good deal more tobacco might be raised, it would be only of light quality styles. Some people think, and their argument appears to be sound, that prices have touched the bottom figures, and with an active demand prices are more likely to rise again or at least remain very firm. First class vegas, or escojidas which are thoroughly cured are only in scant supply, and are held by dealers who can afford to wait and take their chances. Some poor packings in the country have been sold at very low figures, as the owners were pressed for money, but the question for the manufacturer is whether he is not better off in using only prime leaf, even at higher figures, than poor stuff at a low price? Some more deals have been closed, but the tobacco has not been registered yet, and other transactions are still pending, therefore the total sales for next week may be larger again.

Sales

for the past week summed up 3,550 bales, of which 2,300 were Vuelta Abajo, 150 Partido, 1,100 Remedios.

American buyers took for their needs 1,350, exporters for Europe, 1,400, and the local cigarette manufacturers 800 bales.

Buyers Come and Go.

Arrivals: Matt Wengler, of Wengler & Mandell, Chicago, Ill.; Charles Semon, of C. Semon & Sons, Cleveland, O.; J. M. Fortier, of J. M. Fortier, Montreal, Can.; H. B. Tompkins, of The Superior Cigar Co., Buffalo, N. Y.; Manuel Lopez, of Calixto Lopez & Co, E. M. Falk and M. Wallach, of G. Falk & Bro., New York; M. Berriman, of Berriman Bros., Tampa, Fla.

Departures: L. W. Scott and Frank Davenport for Boston, Mass.; J. M. Fortier for Montreal, Can.; Felix Eckerson for Philadelphia, and Dionisio Hevia for New York.

Havana Cigar Manufacturers

The troubles of the Havana independent cigar manufacturers seem to be finally over, as the strike has come to an end, and from today all factories will be at work again. The Central Committee of Federated Labor would not give in, but as the majority of the sensible cigarmakers finally saw that if they did not revolt from the unjust decisions, they would only starve themselves, they bolted at last, one factory after another, and thus the movement collapsed. The cigarmakers themselves have recognized the fact that the manufacturer ought to be the boss in his own factory, and discharge any man for incompetence, or in case he has not

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

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Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

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SUCCESSORS TO

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Growers, Packers and Importers of

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NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

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Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

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BANKERS SHIPPERS AND COMMISSION MERCHANTS

ESTABLISHED 1844

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SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista Neptuno 170--174 Special Partner—Gumersindo Garcia Cuervo

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge Y. P. Castaneda

JORGE & P. CASTAÑEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido. Corner Dragones Street, HAVANA

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: Vuelta Abajo and Partido

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" Correspondence Solicited in English

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

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JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

orders sufficient to employ all his forces, then he can lay off as many men as he sees fit to do. This the Central Committee stupidly denied, and as its contention was based upon a false hypothesis it was bound to be defeated. Besides, it usurped power in refusing to let the cigarmakers of each factory vote separately and in secret, whether they wanted to strike or not. Don Emilio Sanchez and his associates of the Central Committee have had a good enough time themselves, but the cigar makers now feel very bitter against them, and there are even charges of not distributing the funds collected in a fair and equitable manner.

H. Upmann & Co. are now workng with 400 cigarmakers in Avenue de la Independencia (formerly Carlos the Third street), besides 170 men at Calabazar and 60 at San Jose de las Lajas, thus turning out about 70,000 cigars per day. This is proof enough that the H. Upmann factory has had enough accumulated orders, and has put on full steam in order to catch up.

Behrens & Co., of the famous Sol factory, only opened their doors today to their men, but will also be obliged to work hard for some time to come, to be able to clear their accumulated order slip.

Buying, Selling and Other Notes of Interest.

Ernest Ellinger has been making some heavy purchases of the 1907 crop, and he is a strong believer that all the good vegas of all kinds of leaf will be in active demand this summer.

Rodriguez, Arguelles & Co. sold 1,400 bales of Vuelta Abajo colas to the buyers of the Spanish Regie.

H. Upmann & Co. purchased 600 bales for account of their customers for export.

Sobrinos de A. Gonzalez were sellers to the extent of 500 bales of all kinds of leaf, and have several large transactions pending.

J. M. Fortier is reported to have purchased 400 bales of Remedios.

Muniz Hnos. & Co. disposed of 300 bales of Remedios.

E. M. Falk and M. Wallach, of the firm of G. Falk & Bro., have purchased quite heavily of the 1907 Remedios crop, believing that at present prices it is good property to handle. During the last few years, when they visited Havana, they left invariably without having bought any tobacco, but evidently this year they have changed their tactics, and this ought to be a straw to show from which side the wind is blowing for those buyers who are still on the fence and cannot make up their minds whether they ought to come here and purchase or leave Havana tobacco alone this year.

L. W. Scott and Frank Davenport made some purchases to cover their necessities.

E. H. Smith is said to have made some investments of a larger nature, although no reliable information could be obtained.

Charles Semon is looking around and doubtless will not leave empty handed.

Felix Eckerson was complaining that the tobacco was still too backward, but he has nevertheless made some fair purchases.

Havana is still in its festive garb, and the new "Hotel Seville," which opened its doors last week, is filled with tourists from top to bottom.

RECEIPTS FROM THE COUNTRY.

	Week ending March 14 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,039	12,696
Semi Vuelta	23	1,032
Partido	33	394
Matanzas	—	261
Remedios & S.Clara	296	13,743
Mayari	14	1,248
Total	1,405	29,374

DRUGGISTS STILL AT WAR.

Selling Cigarettes Below Cost and Hampering Legitimate Traders. Wage Reduction Announced and Factory Strike Feared.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., March 23.

The cut price war on all the popular brands of cigarettes is still on, the Jaynes-Riker Co. and the Adams House Pharmacy being the leading participants. Cigarettes are being sold a little less than cost. The prices—Shinasi Bros. Naturals, 9c, the Pall Mall, 15c, and Phillip Morris, 15c—are stunners, and wholesale tobacconists are having quite a hard time in convincing their trade that these prices are below cost. How long the war will be continued no one knows, but it certainly makes it very hard for retailers to get the full prices.

Trouble is brewing again in the Pippin cigar factory. H. Traiser & Co. have notified the Cigarmakers & Strippers' Union that they intend to reduce the price on stripping tobacco half a cent a pound, and unless the union will agree to the reduction they will close their Pitt street factory and will confine their operations to their other two factories, where they manufacture cigars with tobaccos that are stripped in Connecticut, New York and Cuba, and come to the factory all prepared to be worked. Ever since the last strike of the tobacco strippers, most of the leaf tobacco has been stripped elsewhere. The union held a meeting at Fanueil Hall on Friday night, to protest against the reduction in price, and I fear that another strike will be the outcome.

The tobacco trade colony at Winthrop, Mass., has organized a base ball club for the coming season, and will soon be ready for challenges. From advanced "info" I can state that there will be something doing before long. I expect to receive reports of the "warm ups," "try outs," etc., and same will be duly chronicled in my weekly letter.

S. L. Bernard, Eastern representative of Wm. Glaccum & Sons, N.Y., makers of King Bird, Glaccum's Straight Five, etc., union made cigars, is meeting with much success. The cigars are duplicating nicely in this vicinity.

John P. Mangen (U. S. Tob. Co.) has returned from a successful trip to Lowell, Lawrence and Haverhill, Mass., where he sold plenty of the Central Union, Honest Toil and Worker tobaccos.

Geo. Wise, formerly with the United Cigar Stores Co., and who for the past six months has conducted a cigar and tobacco store on Wybosset street, has just leased, over the head of the United, his old store on Westminster street, Providence, R. I. The United people have leased another store, a few doors away, and will soon move into it. Mr. Wise is a bold price cutter, and there will be hot times on Westminster street when he opens up for business.

Mr. Walker, Vice President of the Khedivial Co., N. Y., has been here all week, going the rounds with Sam Marcuson, the firm's Boston representative. A new 25 cent paskage, called Lord Baltimore, will shortly be placed on the market. The package is an original get-up, and the Khedivial Co. expects it to prove a winner.

The Hilson Co., N.Y., has notified the jobbing trade of a special discount of 5 per cent on its package goods, viz., one per cent is allowed on all purchases between March 16 and April 16, and on all purchases between April 16 and May 16, where the first order has been doubled, an extra four per cent is allowed.

Emil Abraham has notified his many friends and customers that since the winding up of the affairs of the A. M. Pacholder Co., Baltimore, Md., he has connected himself with the Allen Tobacco Co., N. Y., makers of the popular Telonette cigars.

The Ware-Kramer Tobacco Co. is doing some clever work on the new Lynnhaven cigarettes. Messrs. Carnes and Farrant are working night and day to make this brand a success. Lynnhaven has only been on this market a few weeks, and the duplicate orders coming in are very encouraging to the firm's representatives.

Brother Farren, who sells the Poet, Marksman and the new Sagamore cigars for Joseph McGreenery, is quite a joker, and at all times original. He usually calls on the retail trade weekdays and on Saturday calls on the jobbers for orders. A few weeks ago he called on a jobber and noticed that the jobber had 2,000 Poet cigars in his cigar humidor. During the following week Mr. Farren mailed orders to this jobber for 2,200 of these cigars, and when he called the following Saturday he was surprised to see 3,000 Poet cigars in the humidor, as he knew the jobber had not ordered any cigars from the factory during his absence. Mr. Farren thereupon remarked, "That thing ain't no humidor; it is an incubator. Last week you had 2,000 cigars and this week 3,000. You did not buy any from us since, and I sold 2,200 of them beside."

MEERSCHAUM DEPOSITS FOUND

Discovery of Two Deposits Reported in New Mexico.

Washington, March 23.

The U. S. Geological Survey has received reports that two deposits of meerschaum have been located in the upper Gila River valley, one about 23 miles east of north of Silver City, and the other at a mine about 12 miles northwest of Silver City. The deposit lies in the bottom and walls of the canyon of Bear Creek, occurring in veins, lenses, seams and balls in limestone in both nodular and massive form. The nodular meerschaum thus far tested contains iron stains and particles of grit, and is inferior to the meerschaum of Asia Minor. The more compact, massive material may perhaps be found free from stains and of better quality.

—John T. Smith & Co., cigar dealers at Mayaville, Ky., have assigned to Wm. E. Stallcup. Assets and liabilities are not given. Cincinnati tobacco men are among the principal creditors.

EDEN CIGAR FACTORY

BANCES & LOPEZ
HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market
Correspondence solicited in English

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IMPORTER OF
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JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, March 24.

New York Leaf Market.

There has been a fairly steady trade in the leaf market for the past week, made up of small sales, but in the aggregate it may represent a really larger volume of business than that of any recent week. Pennsylvania and Wisconsin were probably the strongest factors in the seed leaf market of the past week. Connecticut tobaccos are selling slowly and at comparatively low prices. The fact that Florida wrappers brought a big price last year led to greater confidence in the possibilities of Connecticut leaf, but it appears that even prime Florida tobaccos are not bringing the fancy prices of last year, and Connecticut has not yet benefited materially. Ohio tobaccos are in demand from certain sections, but the actual purchases have been only of a most modest nature.

The Sumatra market has been a trifle chaotic, for, on account of the not too encouraging reports from Amsterdam, manufacturers evinced a desire for old goods, and yet they were awaiting the arrival of some new tobaccos, and consequently some sales were held in abeyance.

Two inscriptions of Sumatra have been held at Amsterdam, but only a comparatively small quantity has been so far secured for the American market, some of which is expected to arrive in New York this week.

Havana withdrawals from bond have shown a decided increase during the past week, which has occasioned a more optimistic view of the conditions of the cigar industry, although actual sales did not show any great increase during the week.

• • •

The Cigar Industry.

Little improvement is noticeable in the cigar manufacturing trade, and it is feared that March will again show a regrettably large decrease in output. Manufacturers, however, feel more encouraged because more favorable reports are now coming in from the more distant and large consuming sections.

Forces are being gradually increased, but there are still many idle cigarmakers.

• • •

Death of Capt. Flaherty.

Michael E. Flaherty, a tobacco broker who was widely known in the trade, died on Thursday last, at his home in Brooklyn. Capt. Flaherty had been identified with the trade since his early boyhood, when as an office boy he entered the employ of Celestino Palacio & Co., which firm was subsequently merged with F. Garcia Bros. & Co. Later he engaged in the cigar manufacturing business, but after several years again entered the leaf tobacco trade as a broker, and continued in that line until his death a week ago.

• • •

Optimo Coming to New York.

A. Santaella & Co., makers of the popular "Optimo" clear Havana cigars, at Tampa, Fla., have secured very desirable office headquarters at 1181 Broadway, this city, and propose to make it their main office. Heretofore they have made Chicago their headquarters.

Having made an enviable success of their brands in the West, the firm proposes to now also exploit New York and the East, which is a new and undeveloped territory for them. The new quarters are being prepared as rapidly as possible, and the firm hopes to be in possession by April 1st.

• • •

New Home for Steinecke.

The R. Steinecke Co., makers of the Liederkranz Cabinet and other brands, and who have occupied their present premises on East Seventh street for the past twenty-seven years, have secured a new factory building at 157 East Forty-eighth street, where extensive alterations are now in progress, which it is hoped can be completed in time for possession to be taken by May 1st. The building will be thoroughly modernized, and every known convenience will be installed, to afford the desired additional facilities.

• • •

Colonial Co. Bankrupt.

A petition in bankruptcy has been filed against the Colonial Tobacco Co., manufacturers of cigars and wholesale dealers in tobacco, Nos. 1554 and 1556 Third avenue, by these creditors: Montauk Cigar Co., $275; Abraham L. Lowenthal, $277, and Oskinsky & Zu ty, $25. It was alleged that the company is insolvent, made preferential payments $1,000 and transferred merchandise and accounts $2,000. The business was started in 1897, and incorporated September 28, 1906, with a capital stock of $10,000, which was increased to $25,000 in October, 1907. Liabilities are reported to be about $20,000 and assets $8,000 to $10,000.

• • •

Local Company Organized.

The Crow Cigar Co., with a capital stock of $5,000, has been organized. Directors are Nathan Lieberfreund, 75 Nassau street, Henry Mendelsohn, 194 Broadway, and Chas. Dottelbaum, 25 East Twentieth street, all of New York.

• • •

Elegant New Offices.

E. Rosenwald & Bro., the well known Water street leaf house, have had a suite of new offices fitted up which are among the finest in the city, if not in the country. A period of nearly two months was required in which to do the work, but the very elegance in both comfort and convenience is compensation for the trouble caused while the work was in progress. In the new arrangement not a single attache of the office was in the least degree overlooked, and besides that, an economy of space has been secured. One of the attractive features of the new offices is the reception room, which has not only

(Continued on p. 13)

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER
Monroe D. Sellers, Sellersville, Pa.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
NEW YORK
ESTABLISHED 1840 CABLE: "NARGIL"

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga
Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn
CONNECTICUT HAVANA SEED

WHEN IN
BALTIMORE
STOP AT THE
HOTEL JOYCE
EUROPEAN
130 Rooms Elegantly Furnished
Unexcelled Cuisine
Rooms with Bath and en Suite
Centrally Located
Opposite Camden Station
Main Depot B. & O. R. R.
Rates $1.00 per Day and Upwards
SEND FOR BOOKLET
HOTEL JOYCE
Baltimore, Md.

STOP AT THE
NEW PRINCESS HOTEL
WHEN AT
ATLANTIC CITY

South Carolina Ave., 200 feet from Beach
The Princess Hotel is newly furnished throughout with rare taste, and possesses all modern requisites for convenience and comfort of the guests. Golf privileges and privilege of the Atlantic City Yacht Club extended to the guests.
American and European Plan
A BOOKLET will be gladly furnished upon application
Rates: Running from $12.50 to $30 per week, according to location of the rooms.
For further information address
CROWELL & COLLIER
THE PRINCESS HOTEL
Atlantic City, N. J.

GEO. W. PARR
Littlestown, Pa.
Manufacturer of

HIGH GRADE CIGARS
Fernside
Parr Value
Lord Wharton
Special Brands Made to Order
CORRESPONDENCE INVITED
SAMPLES ON APPLICATION

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE DEFEATED McCHORD BILL.

In the Senate of the State of Kentucky the McChord tobacco bill has been defeated, and the State has been saved from the possibility of certain evils which it is likely would have arisen as a result of its adoption and enactment into a law, but the Burnam substitute bill, which was passed, is still drastic in its anti-trust and pooling provisions, and does not fully avoid the danger of extending the power of the police to the control and regulation of an industry. Its imperfections, however, may not be fully realized before a trial of the measure in actual operation, yet it is to be hoped that it will demonstrate some beneficial effect until such time as more carefully drawn laws, based upon thorough investigation, can be conceived and enacted.

In attempting to deal with the tobacco troubles of the State, the Kentucky Legislature has found the situation to be one of the most paramount importance and of great difficulty to cope with.

Seeking a remedy for an evil is always a difficult matter, but when it is attempted before the exact nature and cause of the evil has been fully ascertained, it becomes a doubly hard task.

ADVERTISE IN TIMES OF DEPRESSION.

Advertising is an important factor of business-getting machinery, and why should a concern neglect it and allow it to decay at the time when business is most needed? If it is the general practice in any given trade to withdraw from the field, does that not furnish an incontrovertible reason why a wide awake firm should be alert? It may have been the custom to pursue such a policy in other distressed periods, but did it help materially—was any firm benefited by reducing the effectiveness of its selling agencies? If that procedure assists in stimulating or securing business, then it is its own justification. If, however, it has the opposite effect—which in ninety-nine cases out of a hundred it has—retrenchment should begin elsewhere. Printer's ink is more potent than ever in the commercial world, therefore can not be ignored as safely now as it could in previous hard time spells.

THE LOCAL TOBACCO NEWS

There was some evidence of a revived confidence in the leaf market last week, when about 400 cases of Pennsylvania Broadleaf found a market in this city, and it covered the most important transactions of the week, so far as seed leaf was concerned.

Aside from these sales there was a hand to mouth business, keeping a routine but no real active business, and little betterment is looked for before April.

Sumatra is moving moderately in this market, and there is some eagerness to see samples of the new goods.

Havana remains moderately active, considering the general trade conditions. Manufacturers are having some difficulty in finding just what they want and more yet in getting the price they would like to pay.

The cigar trade in this city is not so bad. Orders are reported to be coming in fairly well with some of the larger manufacturers, and a generally better feeling exists among them. There is also greater activity at the various factories than for some time past.

THE TOBACCO WORLD

ESTABLISHED 1881 INCORPORATED 1902

Published Every Wednesday BY THE TOBACCO WORLD PUBLISHING CO.

No. 224 Arch Street, Philadelphia

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ADVERTISING RATES ON APPLICATION.

By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy. Foreign Subscription, for all Countries of the Postal Union and Canada, $2 00 the Year.

Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, MARCH 25, 1908.

Arthur Hagen, who was for many years a prominent figure in the tobacco trade of this city, died on Sunday morning last, at his apartments at the Hotel Edouard. Although Mr. Hagen had been in poor health for some time, and during recent weeks his life was dispaired of, the end came suddenly, for on Saturday he seemed particularly cheerful, and on Sunday morning ordered what was regarded as a hearty breakfast, but before it was ready to serve he had passed away.

In life Mr. Hagen was universally liked and highly esteemed. Many members of the tobacco trade paid their last tribute of respect by attending the funeral services on Tuesday morning, when the interment was made at the Cathedral Cemetery, this city.

Mr. Hagen, who was born in this city seventy-two years ago, entered the tobacco trade before the Civil War, and first came into prominence as the senior member of the firm of Hagen & Boyd, located at Water and Arch streets. Subsequently they removed to 61 North Third street and the firm name became Hagen, Boyd & Co. About 1866 Mr. Hagen retired from the firm, his interest being taken over by Arthur Fougeray, (now also deceased), and the firm name was changed to Boyd, Fougeray & Co. Mr. Hagen, however, re-entered the trade, by taking the agency of G. W. Gail & Axe, of Baltimore, which agency had been held by Mr. Fougeray prior to his entering the firm above mentioned. In January, 1867, Mr. Hagen entered into partnership with Mr. H. C. Ellis, under the firm name of Arthur Hagen & Co. Mr. Ellis had previously been connected with Mr. Fougeray. The firm was then located at 15 North Front street, but in 1874 they removed to 63 North Front street.

In 1904 Mr. Hagen retired, but the business was continued by Mr. H. C. Ellis under the firm name of Arthur Hagen & Co. In 1905 Mr. Ellis admitted J. Harvey McHenry to an interest in the firm. Mr. McHenry had for some years previous been in the employ of the house, and is one of the most popular of the younger members of the trade.

The firm is now located at 151 North Third street, in the premises formerly occupied by Frishmuth Bros. & Co., Philadelphia's oldest and largest tobacco manufacturers.

Chas. Michener, a salesman with Bremer Bros. leaf tobacco dealers, recently returned from a trip to the Pacific Coast.

F. D. Ware, President of the Ware-Kramer Tobacco Co., of Norfolk, Va., when visiting Philadelphia some days ago, was approached on the matter of entering the Industrial Parade during Founders' Week, and expressed himself as rather favorable to the idea. It may be expected that he will not let any chance of taking advantage an effective advertising opportunity pass him. The sale of White Rolls and Lynnhaven cigarettes is being pushed forward at every turn, and with unfailing vigor.

The Melachrino cigarettes are gaining popularity here, and R. Ellis, the sales agent who handles the product in this territory, is making regular visits to this city to keep the situation well in hand.

Sig. C. Mayer & Co. expect to have their new factory in Lombard street ready for the workmen to begin operations before the close of the present week.

Vetterlein Bros. have lately found an increasing demand for their Saborosa, and there is considerably more activity around their factories than there was earlier in the year.

M. Eisenberg, a Cincinnati leaf tobacco broker, stopped off at Philadelphia last week, to call on some of his friends here.

F. Eckerson, of F. Eckerson & Co., importers of Havana tobacco, returned to office headquarters last week, from Cuba, where he succeeded in securing several lots of very desirable leaf for their trade in the States.

John F. Schnupp, with A. B. Hess, a leaf tobacco packer, of Lancaster, was making the rounds of the trade here last week, and placed a considerable quantity of goods in this market.

S. T. Banham & Bro., a well known jobbing house at Manayunk, are making some interior alterations in order to utilize every inch of space. Concerning business Mr. S. T. Banham of the firm said that trade with them had been very fair, but it required more aggressive action to get the volume. They have an increased force of salesmen out.

Jacob Labe, of B. Labe & Sons, left on Saturday last for Amsterdam, where he will attend several of the remaining inscriptions of Sumatra tobacco.

Oblinger Bros. & Co., manufacturers of the Vesper 5 cent cigar, are having about the usual business on their brand in this city, which is on sale in practically every place where cigars are sold.

Wm. Fisher, of the new cigar manufacturing firm of Fisher & Derridinger, at Lancaster, was in this city last week renewing old acquaintances and making new ones. He returned well pleased with his reception.

George W. Newman, of C. W. Bitner & Co., leaf packers at Lancaster, is at present in this city.

L. E. Ryder, a cigar manufacturer of Lancaster, made a short visit to the Philadelphia trade this week.

H. W. Snyder, of Windsor, Pa., was calling on his jobbing trade in Philadelphia recently. He admitted business was generally quiet, but Mr. Snyder usually gets a fair share of business whenever he goes after it.

KENTUCKIANS ASK PRESIDENT TO END TOBACCO WAR.

Petitioners Declare State Government Incapable of Handling the Situation in that State.

Louisville, Ky., March 24.

A petition has been sent to President Roosevelt by many citizens requesting him to put an end to the murders and devastation by night riders in the tobacco country.

It is alleged that the State Government is totally incapable of handling the situation, which becomes graver every day.

SETTLEMENT IS REPORTED.

Cincinnati Hears Tobacco Fight Is Ended on $14,000,000 Basis.

Cincinnati, O., March 24.

While the reported agreement between the American Tobacco Company and the Executive Committee of the Society of Equity is denied by Clarence Lebus and G. A. Brooks, respectively President and Secretary of the White Burley Tobacco Board of Control of the Society of Equity, it is nevertheless said to be authentic by other members of the American Society of Equity. Mr. Lebus, who tonight is in Louisville, over the telephone stated that the reported agreement is not true, and was "made of whole cloth."

It is asserted that the Executive Committee of the Society of Equity received word from the American Tobacco Company headquarters in New York that the company would buy the 1906 and 1907 crops at 16 and 18 cents per pound respectively, and that in view of their determination to raise no crop this year the committee was sworn to secrecy. For these crops, it is said, $14,000,000 will be paid.

The agreement as reported only affects the white burley districts and has no relation to the dark tobacco districts, in which most of the night riding outrages have taken place.

Louisville, Ky., March 24.

News that an agreement had been reached between the American Tobacco Company and the Society of Equity was received on the tobacco breaks here today with surprise and incredulity.

For Genuine Sawed Cedar Cigar Boxes, go to Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

To Protect the Consumers against the Host of Imitators of this Old Time Famous Popular Brand of Cigars

Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark

Juan F. Portuondo CIGARS

Registered in U. S. Patent Office

Established 1869

MANUFACTURED ONLY BY The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia

DEATH OF CHARLES D. LARUS.

One of the Most Prominent Tobacco Men of Richmond.

Richmond, Va., March 23.

Charles D. Larus, senior member and President of the Larus & Bro. Co., died suddenly at his home in this city on Saturday night last having been apparently in good health up to a few hours before the end.

By the death of Mr. Larus the city and the entire trade will suffer an irretrievable loss. He was always public-spirited and progressive, and his firm is among the largest independent manufacturing concerns in the country.

It is expected that the business will be continued with but a slight interruption.

Lynnhaven Cigarettes in Atlanta

Atlanta, Ga., March 23.

Mr. Samuel Kramer, of the Ware-Kramer Tobacco Co., of Norfolk, Va., recently spent a week in this city, introducing the firm's Lynnhaven brand of cigarettes. This is a new brand of Turkish cigarettes and Mr. Kramer was successful, as he always is, in supplying almost every concern in Atlanta handling the little smokers. The Ware-Kramer Tobacco Co. is also manufacturing an exceptionally fine quality of cigarettes under the name of White Rolls, and which are already large sellers among tobacconists in this city.

The R. F. Penn Tobacco Co., of Reidsville, N. C., is now exploiting here their Union Quality brand of smoking tobacco, and sampling the city heavily.

Tobacco News of New York City.

(Concluded from p. 10)

been enlarged but is made more commodious in every way.

Three additional private offices have been provided for the use of the new members of the firm, and these make a vast improvement over the old arrangement. The bookkeeping department has also been rearranged so as to afford the desired increased convenience. The floors are of inlaid hardwood, and the other interior woodwork is of cabinet oak. The walls are of burlap, and the ceilings of metal.

It would be difficult to surpass the finish in richness and taste, and is truly characteristic of everything that the firm of E. Rosenwald & Bro. does.

* * *

News Notes.

Mort. M. Frank is on a trip through York State in the interests of B. Van Leer & Co., 136 Water street, importers of Sumatra tobacco.

A. M. Pacholder & Co., Baltimore, have purchased the business of the defunct firm of A. M. Pacholder & Co., Incorporated, and will continue to manufacture all the brands of cigars, etc., made by the old firm. Emil Abraham, formerly with the Pacholder Co., is now with the Allen Tobacco Co., N. Y.

N. E. Nichols, (Philip Morris Co.), has just returned from a trip to Boston.

Albert Kraus, of the Kraus-McFarlin Co., Chicago, was a visitor in Gotham last week.

Louis Hirsch, of Jos. Hirsch & Son, sailed last week per steamship Lusitania, for Amsterdam.

Good Progress of Blue Grass Co.

Lexington, Ky., March 3.

These are busy times at the Blue Grass Tobacco Company out on London avenue, the working forces having about all they can handle in every department. Conditions appear to be straightening up all over the country, and the Lexington factory is apparently getting its share of the business.

Few people in Lexington and in Central Kentucky, for that matter, realize what a splendid institution this community has in the Blue Grass Company and what a comprehensive business it is doing.

Their new plant, consisting of a modern, completely equipped five-story building, supplied with every known time and labor-saving device, compares favorably with many twice its size in other parts of the country.

The main feature of the plant is compactness, and yet there is plenty of room. It is well lighted, airy, a healthful place to work in, and is provided with adequate and convenient fire escapes, the latter in easy reach of all the help.

NEARLY THIRTY BRANDS.

The factory at present puts out nearly thirty brands of tobacco in plug, twist and smoking, and these find their way into every State and Territory in the Union. The company's salesmen go broadcast, and the product of this Lexington concern is known and handled from Maine to California. Some of it even goes to Manila and the Sandwich Islands.

UNION MADE.....ALL QUALITY.....UNION BOXES

H. G. BURKY

MAKER

10c. HAND MADE HAVANA CIGAR 10c. 5c. A HIGH GRADE CIGAR FOR 5c.

Write for Samples and Prices

FACTORY No. 1898, FIRST DISTRICT, READING, PA.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

Monroe D. Sellers, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists
Throughout the United States

SEND FOR CATALOGUE AND PRICES

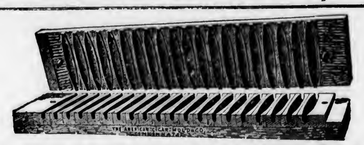
THE DEISEL-WEMMER CO., Makers
Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & Co.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart

Dallas Cigar Co
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.



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Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.

Send for our Catalogue of 1,500 Shapes

The American Cigar Mold Co., Cincinnati, O.

TRADE IN YORK AND VICINITY.

Leaf Business Continues Slow, and Factory Men are Growing Despondent Over the Situation.

York, Pa., March 23.

Business during the past week has been exceptionally dull throughout this county, and more factories have been closed than at any time since the beginning of the present year. There are a number of them which do not expect to resume operations before Apirl 1, if then. It is also reported that one of the largest factories in the county, making a medium priced grade of goods, and which employs as many as 200 hands, is at present without any orders in hand. The proprietor is said to have stated that if no orders are received by today the factory will be closed entirely and for an indefinite period.

Leaf tobacco men are finding this a hard territory to do business in just now, as very many manufacturers are inclined to not want to even look at goods just now, much less to want to buy. And those who do buy, take goods only in a very small way, so that it has become practically an impossibility to do any volume of business.

There were but a few visiting leaf salesmen in town during the past week, they appear to have scented the dull times, and are looking for a more salubrious clime.

D. Kalberman, with Jos. Hirsch & Son, of New York, importers of Sumatra tobacco, had the courage to come here last week, and he did not find it necessary to go away without orders either.

Chas. Goldsmith arrived here last week with bag and baggage. He has taken an apartment here and will make York his permanent home. Mr. Goldsmith represents Emanuel Hoffman & Son, of New York. He is the third resident representative of an out of town house who has established local headquarters in York.

Gus. Beck, of Warren Beck & Bro., returned recently from a visit to Pittsburg and other points, where he was cordially received by his old customers, and secured at least sufficient orders to feel somewhat encouraged.

Clarence S. Gable has been on a trip through the South, and went as far as New Orleans. He also found some business doing there, though he was not particularly burdened with their number and volume.

Mr. Hene, manager of the cigar department of Austin, Nichols & Co., wholesale grocers and cigar distributors in New York, and who by the way, is a brother of T. D. Hene, the York representative of Wedeles Bros., of Chicago, was in York last week, combining business and pleasure in his trip.

D. W. Glover, a cigar broker of Mifflinburg, Pa., was a visitor last week among the cigar manufacturers of this city and county.

Mr. Levy, of the Ashland Cigar and Tobacco Co., of Ashland, Wis., was here last week on one of his regular trips. Mr. Levy procures a great many goods in this section for his wholesale business in Wisconsin.

H. F. Kohler, of Nashville, resumed operations this week at his Jacobus factory, which had been temporarily closed down by reason of a dull trade.

H. C. Kuntz, of Seven Valley, had also closed down his factory for a short time, but is to resume operations today.

There has been talk of the possible erection of a large new leaf tobacco warehouse at Red Lion. The proposed site is a lot of ground which is located in the central section of the town, and is owned by C. A. Rost, himself a leaf tobacco dealer. When seen by your correspondent Mr. Rost admitted that there was a movement on foot, but said that the plans were still in embryo and that nothing really denfiite could be said about it.

There also came a report that C. W. Bittner, of Lancaster, an extensive leaf packer, is contemplating the erection of a large leaf tobacco warehouse at Felton, a few miles distant from Red Lion.

This latter report, however, was somewhat doubted, and the suggestion made that as Red Lion is regarded as a more advantageous point, it was possible that common gossip had gotten the places mixed, and that Red Lion was probably the most likely place for such an enterprise, and may be it was he who was negotiating with Mr. Rost. Neither confirmation nor denial could be had.

W. H. Snyder, of Windsor, made a short trip to Philadelphia last week, but reports that trade conditions there are not much better than here.

Hiram Martin, since entering the trade as a manufacturer this spring at Windsor, has been hustling quite actively, but declares it is difficult to do a very large volume of business at the present.

S. S. Flinchbaugh, an old time cigar and tobacco man of this city, is now devoting much of his time to promoting his political aspirations. He is out as a candidate for the nomination for County Treasurer.

—An observant public librarian has found that only ten and one half per cent. of readers looked at the advertisements in a magazine, and it was an exception to the rule to find any such advertisements read from beginning to end. No advertising medium produces results for the trade like trade papers, as every user of trade paper advertising will testify.

SPECIAL NOTICES.

(12½ cents per line, 8-point measure)

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LaSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-51h

To Cigar Manufacturers.

THERE are several cigar factories vacant in Perkasie, Bucks Co., Pa. (1st Dist. Pa.), on the N. P. Branch of P. & R. R. R., 33 miles from Philadelphia, which can now be rented at a low rent. Plenty of good hand-work hands can be secured. This is one of the largest cigar centers in the State. Apply to The Perkasie Board of Trade, John Schwartz, Secretary. 3-18r

L. BERNFELD
Cigar Broker
West Haven, Conn.
2-5tf

Pennsylvania Tobacco Seed

Scientifically grown and separated; 1,800 to 2,000 lbs. per acre; packets, 25 and 50c. Separated seed in 2½ lb. lots and up, $4 per lb.; single lb. $5.

John S. Weaver Tobacco Specialist Breeder, **Kinzers, Pa.**
2-5t

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

☞ There are thousands of readers who buy what they want from seeing what advertisers offer. In fact, when certain things are offered in a happy way, unnumbered wants are created by the appeal that lead to profitable sales.

E. ROSENWALD & BRO.

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS

NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor
Manufacturer of
FINE CIGARS
Holtz, Penna.

10c.---UNCLE JOSS---5c.

Pretty Bessie
York Nick....
Best Known..
} 5c.

Two Cracker Jacks (2 for 5 cents)

Oak Mountain Bouquet—Boston Beauties
Puro—Porto Rico Crooks

Correspondence with the Wholesale and Jobbing Trade Only invited.
Capacity, 25,000 per day. Telegraph—York, Pa.

Our Great Offer: A Self Filling $2.00 Fountain Pen and "The Tobacco World" for one year, ¶ Both for $1.50; the Regular Price is $3.00.

We have made a contract with one of the largest Fountain Pen Manufacturers in this country (Nathaniel Field), whereby we can supply you with **A First-Class Self Filling Pen** the best of its kind in the market. Every pen is solid gold, 14k., point tipped with genuine irridium.

The illustration shows the exact size of the Pen; if not satisfactory for any reason, it will be exchanged cheerfully.
This is an unusual opportunity to get a High Class Pen at a trifling cost.

TO ANY PERSON sending us **$1.50**, we will send this Beautiful Fountain Pen, postpaid, and will, in addition, enter the person's name for one year's subscription to "The Tobacco World." Should you already be a subscriber and desire to secure one of these Pens, your subscription will be extended one year from the date of its present expiration. This offer does not apply to foreign subscriptions, which cost $1.00 additional.

Address The Tobacco World, 224 Arch Street, Philadelphia, Pa.

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an
Exclusive line of

NICKEL GOODS

Which can be recommended for
Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

EDWARD E. SIMONSON
Packer of and Dealer in
Leaf Tobacco
Tobacco Bought and Packed on Commission
Stoughton, Wis.

TRADE MARKS REGISTERED.

CELLO. 15,516
For cigars, cigarettes, cheroots, stogies and tobaccos. Registered Feb. 29, 1908, at 9 a. m., by A. F. Muehlhauser, Quakertown, Pa.

BEN AMI. 15,517
For cigarettes. Registered March 3, 1908, at 9 a. m., by M. Rappaport, Philadelphia.

SCORO. 15,518
For cigarettes. Registered March 3, 1908, at 9 a. m., by M. Rappaport, Philadelphia.

TURKISH TRANSFER. 15,519
For cigarettes. Registered March 3, 1908, at 9 a. m., by M. Rappaport, Philadelphia.

TURKISH GARDEN. 15 520
For cigarettes. Registered March 3, 1908, at 9 a. m., by M. Rappaport, Philadelphia.

SOUTHERN PEER. 15,521
For cigars, cigarettes, cheroots, stogies and tobacco. Registered March 4, 1908, 9 a. m., by M. Rappaport, Philadelphia.

PROBONA 15,522
For cigars, cigarettes, cheroots and stogies. Registered March 5, 1908, at 9 a. m , by M. P. Baker, Winchester, Ky.

BILLY SUNDAY. 15,523
For cigars. Registered March 5, 1908, at 9 a. m., by Gallagher Bros. Litchfield, Ill.

INPERFECT HAVANAS. 15,524
For cigars, cheroots, and stogies. Registered March 7, 1908, at 9 a. m., by H. & E. Kerns, Milwaukee, Wis.

PLAIN FACTS. 15,525
For cigars, cheroots and stogies. Registered March 7, 1908, at 9 a. m., by H. & E. Kerns, Milwaukee, Wis.

EVERYMAN. 15,526
For cigars, cigarettes, cheroots and tobaccos. Registered March 11, 1908, at 9 a. m., by I. Lowengrund, Philadelphia.

MY BOYS. 15,527
For cigars. Registered March 12, 1908, at 9 a. m., by Phillip W. Unger & Co., Philadelphia.

GEROSO. 15,528
For cigars. Registered March 13, 1908, at 9 a. m., by S. Oscar Gerhart, Philadelphia.

CUPIO. 15,529
For cigars. Registered March 16, 1908, at 9 a. m., by Wm. E. Metcalf and E. C. Reagen, West Chester, Pa.

RED FEDORA. 15,530
For cigars. Registered March 17, 1908, at 9 a. m., by Codorus Cigar Co., York, Pa.

TURKISH LEAF. 15,531
For cigars, cigarettes, cheroots, stogies and tobaccos. Registered March 17, 1908, at 9 a. m., by Soda Fountain & Bar Flavor Co., Philadelphia.

LA ZIFFO. 15,532
For cigars. Registered March 18, 1908, at 9 a. m., by M. Zifferblatt, Philadelphia.

EMZE. 15,533
For cigars. Registered March 18, 1908, at 9 a. m., by M. Zifferblatt, Philadelphia.

1520. 15,534
For cigars. Registered March 18, 1908, at 9 a. m., by M. Zifferblatt, Philadelphia.

DONJEILLO. 15,535
For cigars, cigarettes, cheroots, stogies, tobaccos and snuff. Registered March 19, 1908, at 9 a. m., by H. A. Rosner, Newark, N. J.

Rejections.

Slavom, Commodore Nub, High Card, Winning Card, Big Stick, Madona, The Credential. La Egypto, Aida, Everybody, Esperanto, Comet, The Comfort, Fountain Sudan, Sound Money, The Magnate, The Bee, The Dandy-Postal The Bait, Original Norma Everyone, The Wizard.

STILL QUIET IN LANCASTER.

Nevertheless Much of the 1906 Leaf Has Changed Hands in Small Parcel Sales.

Lancaster, Pa., March 23.

There is apparently a continued quietness in the local leaf tobacco market. It is made to appear all the more dull because of the absence of any large sale transactions, such as the packers and dealers had become used to during the past few years. Yet the fact really is that a considerable proportion of the 1906 goods has changed hands, but it is passing off in a number of such small lot sales that it is scarcely noticeable. When taken in the aggregate, however, it represents considerable, and shows in the depletion of the amount of stock still remaining in the hands of the packers.

It is undoubtably true that offers made by some large buyers were not accepted because of the low price, but the majority of the packers have adopted a somewhat different course this year, and if they cannot sell in great bulk, they are willing to sell in smaller lots, provided a reasonable price can be gotten. It may be also said that unless the price is fairly reasonable there is simply no sale.

Buying of the 1907 crops is progressing slowly and sanely. There is no

GENUINE CONNECTICUT BROAD LEAF TOBACCO SEED

Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal orders to

WM. L. HUNTTING, E. Hartford, Ct.

WILLIAM L. HUNTTING
Packer, Dealer & Grower of
Leaf Tobacco
Have on hand choice Broad Leaf wrappers and binders, cheap for cash. Choice tobacco seed a specialty.
Office, 812 Main St., E. Hartford, Ct.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a pleasure to look over our Samples

Samples cheerfully submitted upon request — P. O. Box 96

CHAS. J. LEDERMAN
Packer of and Dealer in
All Kinds of Domestic Leaf Tobacco
York State, Connecticut and Pennsylvania a Specialty
32 and 34 East Chestnut Street, Lancaster, Pa.

W. B. HOSTETTER & CO.
Packers and Dealers in
Leaf Tobacco
Rear of 144 West Market Street, on Mason Avenue.
York, Penna.
We Make SCRAP FILLER for Cigar Manufacturers.

B. F. GOOD & CO.
PACKERS and DEALERS in **Leaf Tobacco**
Nos. 49 and 51 West James Street
Lancaster, Pa.

H. H. MILLER
Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock
327 and 329 North Queen Street
LANCASTER, PA.

MILTON H. RANCK
Packer of
Penna. Broad Leaf
Dealer in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

J. K. LEAMAN
Packer of and Dealer in
LEAF TOBACCO
142 North Market St.
United 'Phones LANCASTER, PA.

J. W. BRENNEMAN
Packer and Dealer in
Leaf Tobacco
Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE: Lancaster, Pa.

The York Tobacco Co.
Packers and Jobbers in All Grades of
LEAF TOBACCO
Office and Warehouse, 15 East Clark Avenue
Manufacturers of Cigar Scrap Tobacco — York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. — Lancaster, Pa.

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue. E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

HENRY H. SHEIP MFG. CO.

Cigar Boxes

Cigar Box Lumber

Largest stock of

Sawed Mexican and Cuban Cedar,

Veneered Cedar,

Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET

PHILADELPHIA.

The Moehle Lithographic Company

Clarendon Road & East 37th St. Brooklyn, N.Y.

Branch Office,

171 East Randolph St. Chicago Ill.

Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

scramble, nor effort to outbid a rival buyer. Offers are made on what the merits of the various crops are believed to be, and that either gets the crop or the crop "gets left."

Tobacco is coming in at a lively rate, and if the present week should prove of good weather, the receipts are likely to be the largest of any week this season. April 1st is rapidly approaching, and a number of growers are anxious to deliver, so as to realize on their tobacco before this great settlement day. There are a number of new buyers in the field this year, some of whom have not been engaged in the packing of tobacco but were directing their energies entirely to the manufacture of cigars. Among these is the Krull Tobacco Co., at Akron which is under the direction of C. F. Steiner, an Akronite who is both well and favorably known in the trade. They have bought quite a number of crops in some of the best growing districts, and they say they have only just begun and are in the market for more crops of good serviceable leaf.

The cigar trade is still exceedingly flat, and has shown no sign of improvement for several weeks past, if it has not really gotten worse.

John Slater & Co. were agreeably surprised some days ago upon the receipt of an order for 100,000 stogies, made up of their various brands.

Oblinger Bros. & Co. have also booked some good sized orders lately, but other factories report trade to be generally quiet.

A. M. Wolf, of Akron, recently returned from a trip through the Middle Western States, and considers himself fortunate in getting a nice lot of orders for his product.

Some of the cigar towns in this county are practically at a standstill.

Wm. Fisher, of the new cigar manufacturing firm of Fisher & Derridinger, was on a business trip last week, and feels rather encouraged with the reception that was accorded him.

J. G. Shirk, the well known West Chestnut street tobacconist, reports some improvement in the jobbing trade.

The retail dealers seem to find it necessary to replenish stocks, and some may be buying a little more heavily in anticipation of an improvement with the spring season when doors can once more be thrown wide open to the public, which always has its good effect.

PATENTS RELATING TO TOBACCO, Etc.

882,185 Cigar-tip; W. E. Bostick, Lancaster, Pa.

882,055 Gas lighting device; W. K. Elliott, Payson, Ill.

881,920 Pocket tobacco case and cutter; A. B. Hadean, Chicago, Ill.

882,474 Tobacco hanger; H. M. Lott, Havana, Fla.

882,427 Safety match; G. E. Schultz, New York City.

HUNTER BEST FOR A NICKEL is all to the front; made by EL DRACO CIGAR MFG. CO., Philada.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA

NEW YORK
CHICAGO
ST. LOUIS

STOKHUYZEN & BROM

Sworn Tobacco Brokers

Office and Sample Rooms:

Nes. 84—86 (Opposite Frascati).

AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN

Sworn Tobacco Brokers

Brokers to the Deli Maatschappy

AMSTERDAM, HOLLAND

Office and Sample Rooms:

87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps

Lead Seals and Stencils

QUAKER CITY STENCIL and STAMP WORKS

Incorporated

234 Arch St., Philadelphia

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common **Cigars**

Established 1890

Capacity, 20,000 per Day

Growers and Packers of HIGHEST GRADES CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.

(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section

Fine Handling Superb Quality

Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

HERMAN DELLE

York, Penna.

Maker of

Delman 5c.

Herdel 5c.

Alex. Martin 5c.

UNION MADE

CIGARS

Sold to Wholesale & Jobbing Trade only

Samples to Responsible Houses

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades

Correspondence solicited

Samples on application

Brands: *The* Bear, *The* Cub, Essie, and Matthew Carey

W. R. DAUGHERTY & BRO.

Manufacturers of

Fine Domestic Cigars

Dallastown, Pa.

HIGHEST QUALITY

FINEST PACKAGES

Wholesale and Jobbing Trade only

Correspondence with Active Houses Invited

Cigars of Quality Sell and Repeat.

Try

THE DOCTOR

5c. Cigar

WALTER S. BARE,

Lititz, Penna.

Maker of

High Grade Cigars Exclusively.

H. G. BARNHART

Cigar Manufacturer

Springvale, Pa.

One of Our Leading Brands:

Cuban Duchess

Only High Grade Tobacco Used

Cigars always duplicate

GEO. W. PARR

Manufacturer of

Fine Cigars

Littlestown, Pa.

MAKER OF

Fernside and Lord Wharton

Five Cent Goods

Sold to the Jobbing Trade only.

Correspondence invited

C. E. MATTINGLY & CO.

Manufacturers of

High Grade Union Made

5c. Cigars

FOR THE Wholesale Trade Only

Union Chief

Supreme Union

McSherrystown, Pa.

R. E. JACOBY

Wholesale Manufacturer of Strictly Uniform Quality of

High Grade Seed and Havana

Cigars

Rothsville, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited

Established 1870 Factory No. 79

S. R. KOCHER

Manufacturer of

Fine Havana Cigars

and Packer of

Leaf Tobacco

WRIGHTSVILLE, PA.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samp'es to Responsible Houses

OLDEST MANUFACTURERS OF
PEACH and PRUNE FLAVORS
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK.

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

MATCHES IN NICARAGUA.

Germany and Sweden Supply the Trade of the Country.

In transmitting the following information Consul Frederick M. Ryder, of San Juan del Norte, calls the attention of the American manufacturers to the fact that nearly all the matches consumed in Nicaragua are of German and Swedish manufacture:

There is not a match of American manufacture in this district; merchants have tried in vain to place these upon the market, but consumers have condemned the product as not suitable in this climate, which has a record of 265 inches of rainfall in twelve months.

Not only must matches be especially adapted to the extremes of dampness and humidity of this climate, but they must be packed with the greatest care in order to protect them from any possible contact with such dampness. Tney should be wrapped in packages of 12 small boxes, and these done up in packages of a dozen each, wrapped in prepared waterproof paper, thus making a gross of these small boxes; 6 of these waterproof packages are then placed in a light tin case, which is soldered, thus making it air-tight; 6 of these tin cases are inclosed in a case made of good quality spruce, not more than seven-eighths of an inch in thickness, as this lumber is less liable to split and is more serviceable in every way for the purpose.

The sale of matches in the Republic being exclusively in the hands of the Government, there is only one customer for the manufacturer to deal with, and there would appear to be no reason why the American manufacturers should not have a fair share of the trade.

Leaf Tobacco Markets

BALDWINSVILLE, N. Y.

Will S. Martin, of Lancaster, Pa., representing Keiser & Boasberg, of Buffalo, has been riding with D. G. Albright and they have made a number of purchases, which they received at the D., L. & W. R. R. station on Tuesday, shipping to Buffalo. E. L. Bebee has been buying for Charles J. Lederman, of Lancaster, Pa. J. W. Upson's warehouse is running with a full force handling Mr. Upson's purchases and his own grown tobacco. F. M. Dunham and C. S. Mills have a large force at work in the Upson brick warehouse in West Genesee street handling tobacco for the growers.—Gazette.

CONNECTICUT VALLEY.

The bottom has apparently dropped out of the market, and the man who cannot sell a cased lot of tobacco for 11c or less is not in it. A buyer from Pennsylvania who rode through this part of the valley, and contracted for several carloads, has shipped one or two loads home within a few days. The head of the firm was on the ground and countermanded all the contracts made by the purchasing agent. Some of the lots were good, as I was told by the man who furnished the team to carry the agent around, good tobacco, considering the year it was grown in. Some of it was bought for as low as 8 cents per pound, and one of the best lots bought was to be at that figure. But the buyer would not take the crop. Before leaving he was offered the crop at 1 cent off, but it was not taken at that price. He was told that the buyer would take the tobacco at 5 cents, which the farmer refused. And so it is going all over the country. In Wisconsin the agents have been recalled, under the impression that the tobacco will not sweat well. It is rumored that the same thing is to happen in Pennsylvania. Whether these same orders have been given here I do not know, but something has happened, I know not what. The buying here has practically stopped.

Still the tobacco continues to come forward to the assorting shops, and if the present low prices continue the shops will be compelled to run as long as they will desire to keep their shops open. I have heard that the American Cigar Company were taking the bundles and breaking them, and putting the tobacco loose in the cases, not sorting at all, so I suppose they are to call it all one grade, either fillers or seconds or binders, and as they are only buying for themselves it may be perhaps as good a way as any. One thing will surely happen, the filler element in this case will be apt to get a good hard sweat.—American Cultivator.

EDGERTON, WIS.

That the buying movement is slacking up somewhat is quite evident. Some of the large operators who were in the market last week have withdrawn their buyers for the time being and even those who are riding are proceeding very carefully. The great bulk of the transactions now being closed are upon an export basis and at figures too small to be quoted in this column. The sales which we append are supposed to be for the better selections of the crop.

John Lukken, 15a at 9½ and 2½c asst.
A. H. Algrim, 15a at 7½ and 2c.
Geo. Halverson, 10a at 7½ and 2c.
J. Simonson, 8a at 9 and 2c asst.
O. C. Olson, 6a at 7 and 1c.
Chas. Tall, 6a at 6½ and 2c.
H. C. Marsden, 6a at 7 and 2c.
Len Marsden, 7a at 8½ and 2c asst.
Chris Onsgard, 7a at 6½ and 2c.
S. A. Simenson, 7a at 7½ and 2c.
Halvor Lee, 4a at 8½ and 2c.
Geo. Hanson, 10a at 7½ and 2c.
Lars Nelson, 6a at 7½ and 2c.
O. M. Nelson, 8a at 7½ and 2c.
John Slagg, 5½a at 7½ and 2c.
John Hanson, 6a at 7½ and 2c.

Deliveries are being made in sufficient quantities to keep the warehouse forces at the packing centers busily occupied.

The market for old goods shows no improvement as yet, though packers are still hopeful for a better outlook.

Shipments 868 cases.—Reporter.

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade Seed and Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge
Cigar Box Factory
CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS
MANUFACTURERS OF High Grade Cigars
LA CUBANA CIGAR FACTORY No 463
ESTABLISHED 1871.
CAPACITY 75,000 PER DAY
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

American Protectorate
A Choice 5c. Cigar
Handsomely Packed and put up in Several Popular Shapes and Sizes
Manufactured by
Himmelberger & Noll.

ROBESONIA, PA.

LITHOGRAPHERS AND PRINTERS
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NEW YORK
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It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.
CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
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CIGAR LABELS ADVERTISING NOVELTIES
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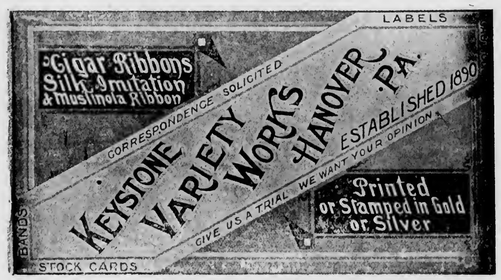

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American Lithographic Co.
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Howard and Boundary Aves.
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Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE
Advertising Medium known.
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Sole Owners and Manufacturers

INLAND CITY CIGAR BOX CO.
Manufacturers of
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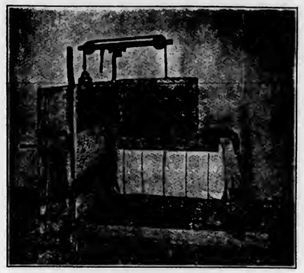
Dealers in
Labels, Ribbons, Edgings
716—728 N. Christian St. LANCASTER, PA.

Minnich Baling Press

PATENTED MARCH 9, 1897



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FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

Minnich Machine Works
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Auctioneers and Commission Merchants
27 South Second Street
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Regular Weekly Sales Every Thursday
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Consignments Solicited Advances Made
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Neutralizing Solution for Producing a Natural
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JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Clear Havana	10c.
"S. B." Seed and Havana	5c.
"KATHLEEN O'NEIL"	5c.
"VUELTA SPRIGS" The Mellow Cigar	5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .

STAUFFER BROS. MFG. CO.
NEW HOLLAND PA.

For Sale by All Dealers

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MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

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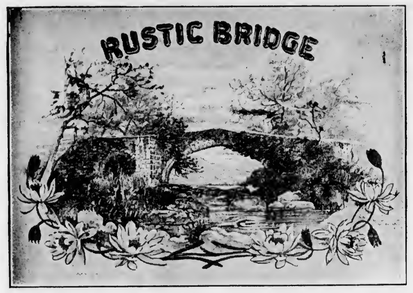
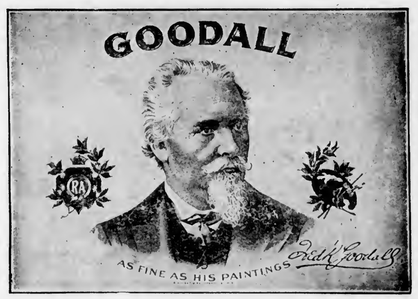
THE TOBACCO WORLD

W. A. LAHR



Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

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THE TOBACCO WORLD

Established in 1881. Vol. XXVIII., No. 14. | PHILADELPHIA and NEW YORK, APRIL 1, 1908. | One Dollar per Annum. Payable in Advance.

Liberman Suction Tables

RECOGNIZED STANDARD

Thimbles made to order to fit any desired shape of cigar head

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Liberman Manufacturing Co.

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CENTRAL UNION . Cut Plug
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EPICURE (For Pipe or Cigarette) Shredded Plug
HUNT CLUB . . . Cube Pipe Tobacco
SPHINX MIXTURE . Smoking

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RICHMOND, VA.

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Samples gladly submitted on application

Importations Over 5,000 Bales Annually

H. DUYS & CO.

No. 170 Water Street, NEW YORK

De Amsterdamsche Tabakshandelmaatschappij, Amsterdam, Holland

Growers and Packers of

FLORIDA TOBACCOS

Write for Samples

SCHROEDER & ARGUIMBAU

178 Water Street, New York

CHARLES M. GUDKNECHT, PRESIDENT

LA HILDA CIGAR FACTORY
(INCORPORATED)
MANUFACTURERS AND IMPORTERS
231 CHESTNUT STREET
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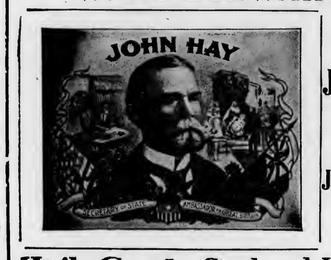

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JOHN HAY
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10c.
JOHN HAY, Jr.
ELI PERKINS
5c.

High Grade Seed and Havana Cigars
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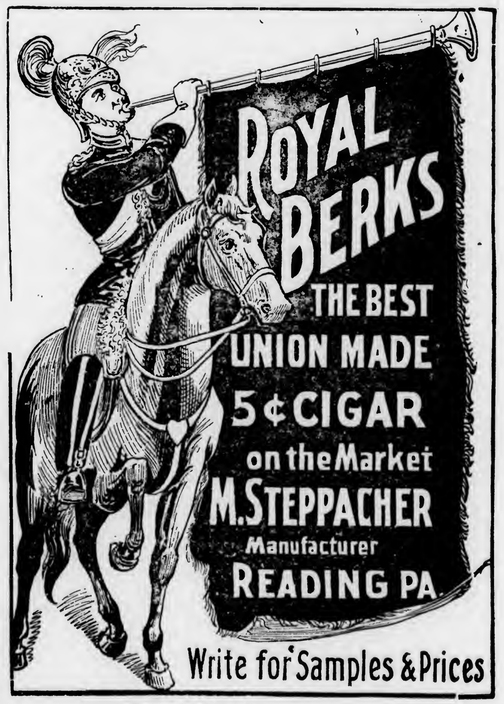

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Mfd tob., lbs.	29,789,072	30,792,910
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Little cigars—increase,		989,722
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In Miamisburg last Saturday the Tobacco Growers' Association of Miami Township held an open meeting and a great number of farmers attended. All were invited to join the association and the majority did. Interesting talks were heard and all agreed to exercise their utmost efforts for a higher price. A short time ago buyers came into this vicinity and offered from 6 to 8 cents. They got but little tobacco and soon left. About two weeks later buyers from another firm came and offered 5, 6 and 7 cents. They got no tobacco at all and departed in a few days.

The companies expect to beat the farmers down to an unreasonable price, as for a few days last year the price was high. This, however, they will be unable to do, for the farmers in and around Greenville are organizing an association much similar to the one in Miami township, Montgomery county. The work of organization has been progressing rapidly and in a short time the union will be complete. They intend to form a bank for the purpose of loaning to growers who are not able to hold out for the association prices. A meeting will be held in the Van Buren township house next Tuesday. No lawless tactics will be advocated and all will hold out until they get their price. In speaking of the present situation Mr. Bowers, temporary president of the association, says: "If the local buyers do not pay the price we will contract for every crop raised by association members to one firm and ourselves get the benefit of the buyer's expenses."—Dayton Herald.

Mail Pouch May Suspend Temporarily.

Wheeling, W. Va., March 28.

In all probability the Bloch Bros. Tobacco Works on the South Side will be closed down soon, but a definite statement to this effect cannot be made. It is said that the company's orders are about filled and the employes are now working on stock. A suspension, however, would only last but a few weeks.

DES MOINES WILL ADOPT SLOT MACHINES

For Vending Cigars and Undertake to Revolutionize the Industry.

Des Moines, Ia., March 28.

The Dodson Vending Machine Co. holds patents on a cigar vending machine, and have decided to put the machines to practical commercial use.

The officers of the company and the hundred business men who have examined the machine are confident that it will only be a matter of a short time before this company will be one of the biggest of Des Moines home institutions.

The company's profits will come from the sale of the cigars for use in this machine. The machine is so constructed that only the cigars manufactured by this company can be used. Thus it will be seen that the orders for the cigars will be made by mail to the elimination of the salesman. This item saves 10 per cent. of the cost of marketing the cigars.

Three grades of cigars will be manufactured, 5c, 10c and 2 for 25c cigars.

The machines will not be sold, but will be leased to the merchants, and the money will be made from the sale of the cigars, just as the profits on phonographs are made from the sale of the records.

[Note.—This theory is beautiful, but it is so old and worn out that we have fears of its successful revival.—Ed.]

NEW HOME FOR 7-20-4.

Roger G. Sullivan Will Build at Manchester, N. H.

Manchester, N. H., March 27.

Roger G. Sullivan of this city, who is the manufacturer of the popular 7-20-4 brand of cigars, and himself one of the best known manufacturers in the East, has decided to erect an elegant new building, notwithstanding the cry of some calamity howlers, who declare the whole country is going to the demnition bow-wows. Not so with Manchester. Here will be employment for 600 hands and in a factory that will be quite as comfortable as the average home.

The city is proud of this industry, and Mr. Sullivan is proud of this city. The combination is therefore admirable.

The 7-20-4 and other brands made by Mr. Sullivan have grown to wonderful proportions in their sales and enlarged quarters and greater facilities became an absolute necessity in order to cope with the demands of the trade.

Milwaukee Factory Incorporated.

Milwaukee, Wis., March 28.

The Frobach Cigar Co., one of the best known cigar factories in Milwaukee, has been incorporated with a nominal capital of $5,000, by P. I. Bichler, J. J. Artz and Wm. J. McElroy. It is expected, that the capital will of course be increased commensurate with the needs of the business.

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

CHARLES M. GUDKNECHT, PRESIDENT

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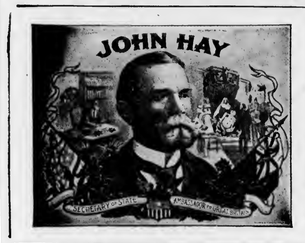
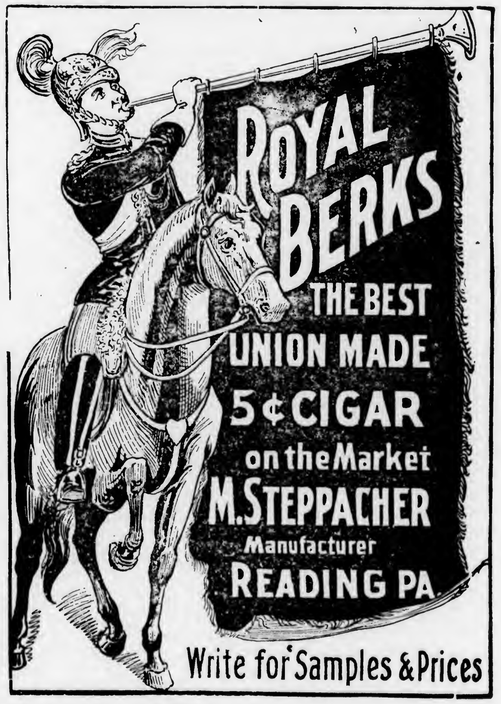


High Grade Seed and Havana Cigars
Correspondence with Responsible Houses Solicited



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Greenville, O., March 26.

The recent disturbance among the tobacco buyers and growers in Kentucky has caused a great deal of interest all over the country and the farmers in all parts of the tobacco growing district are gradually getting together to find some way which will compel the buyers to pay a price which will make it possible for the farmers to realize a profit on their crops. But these disturbances are not the only things which are arousing the indignation of the growers. In most every county where tobacco is grown buyers have been offering such prices as 5, 6, 7 and 8 cents. Those prices are entirely too low and the buyers are securing but little of the crop.

In Miamisburg last Saturday the Tobacco Growers' Association of Miami Township held an open meeting and a great number of farmers attended. All were invited to join the association and the majority did. Interesting talks were heard and all agreed to exercise their utmost efforts for a higher price. A short time ago buyers came into this vicinity and offered from 6 to 8 cents. They got but little tobacco and soon left. About two weeks later buyers from another firm came and offered 5, 6 and 7 cents. They got no tobacco at all and departed in a few days.

The companies expect to beat the farmers down to an unreasonable price, as for a few days last year the price was high. This, however, they will be unable to do, for the farmers in and around Greenville are organizing an association much similar to the one in Miami township, Montgomery county. The work of organization has been progressing rapidly and in a short time the union will be complete. They intend to form a bank for the purpose of loaning to growers who are not able to hold out for the association prices. A meeting will be held in the Van Buren township house next Tuesday. No lawless tactics will be advocated and all will hold out until they get their price. In speaking of the present situation Mr. Bowers, temporary president of the association, says: "If the local buyers do not pay the price we will contract for every crop raised by association members to one firm and ourselves get the benefit of the buyer's expenses."—Dayton Herald.

Mail Pouch May Suspend Temporarily.

Wheeling, W. Va., March 28.

In all probability the Bloch Bros. Tobacco Works on the South Side will be closed down soon, but a definite statement to this effect cannot be made. It is said that the company's orders are about filled and the employes are now working on stock. A suspension, however, would only last but a few weeks.

DES MOINES WILL ADOPT SLOT MACHINES

For Vending Cigars and Undertake to Revolutionize the Industry.

Des Moines, Ia., March 28.

The Dodson Vending Machine Co. holds patents on a cigar vending machine, and have decided to put the machines to practical commercial use.

The officers of the company and the hundred business men who have examined the machine are confident that it will only be a matter of a short time before this company will be one of the biggest of Des Moines home institutions.

The company's profits will come from the sale of the cigars for use in this machine. The machine is so constructed that only the cigars manufactured by this company can be used. Thus it will be seen that the orders for the cigars will be made by mail to the elimination of the salesman. This item saves 10 per cent. of the cost of marketing the cigars.

Three grades of cigars will be manufactured, 5c, 10c and 2 for 25c cigars.

The machines will not be sold, but will be leased to the merchants, and the money will be made from the sale of the cigars, just as the profits on phonographs are made from the sale of the records.

[Note.—This theory is beautiful, but it is so old and worn out that we have fears of its successful revival.—Ed.]

NEW HOME FOR 7-20-4.

Roger G. Sullivan Will Build at Manchester, N. H.

Manchester, N. H., March 27.

Roger G. Sullivan of this city, who is the manufacturer of the popular 7-20-4 brand of cigars, and himself one of the best known manufacturers in the East, has decided to erect an elegant new building, notwithstanding the cry of some calamity howlers, who declare the whole country is going to the demnition bow-wows. Not so with Manchester. Here will be employment for 600 hands and in a factory that will be quite as comfortable as the average home.

The city is proud of this industry, and Mr. Sullivan is proud of this city. The combination is therefore admirable.

The 7-20-4 and other brands made by Mr. Sullivan have grown to wonderful proportions in their sales and enlarged quarters and greater facilities became an absolute necessity in order to cope with the demands of the trade.

Milwaukee Factory Incorporated.

Milwaukee, Wis., March 28.

The Frobach Cigar Co., one of the best known cigar factories in Milwaukee, has been incorporated with a nominal capital of $5,000, by P. I. Bichler, J. J. Artz and Wm. J. McElroy. It is expected, that the capital will of course be increased commensurate with the needs of the business.

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

INTENTIONAL SECOND EXPOSURE

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia

FOUNDED 1855
John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan
FLOR de D&T
DOHAN & TAITT
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco — VUELTA ARRIBA — *107 Arch St. PHILADA.*

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
AND PACKERS OF
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

Julius Hirschberg & Bro.
Importers of Havana and Sumatra and Packers of Seed Leaf
Tobacco
125 North Third St., Philada.

H. VELENCHIK — S. VELENCHIK
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

H. Dolinsky & Son
Importers & Packers of
HAVANA AND SEED LEAF TOBACCO SUMATRA
147 N. Third St, Philadelphia, Pa.

The Empire Leaf Tobacco Co.,
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**
118 N. 3d St., Phila.

K. STRAUS — A. LOEB
K. STRAUS & CO.
IMPORTERS OF
PACKERS OF LEAF TOBACCO
HAVANA
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PHILADELPHIA.

Benj. Labe — Jacob Labe — Sidney Labe
BENJ. LABE & SONS
IMPORTERS OF
Sumatra and Havana
Packers and Dealers in **Leaf Tobacco**
228 North Third St., Philadelphia

LEOPOLD LOEB & CO.
Importers of **Sumatra and Havana**
and
Packers of **Leaf Tobacco**
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTER of HAVANA and SUMATRA
DEALER IN LEAF TOBACCO
PHILADELPHIA

J. S. BATROFF
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The above Precinta, or Warranty Stamp, is only used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these Stamps were made in Cuba by such Independent Manufacturers belonging to the Union.

BE IT KNOWN: That said Guarantee Label only the manufacturers belonging to the Manufacturers' Union have the right to use and to attach on all cigar boxes and other packages of their goods.

COLORS OF THE PRECINTA: Black with pale blue ground; fac simile of the seal of the Presidency of the Republic: dark blue.

CANADIAN TARIFF CHANGES

Severely Criticised by the Cigar Manufacturers.

London, Ont., March 27.

Local cigar manufacturers are incensed, chagrined, disappointed, fighting mad, stung to the quick, or any other combination of words that will express the sentiment as a result of the proposed changes in the tobacco duties and excise rates, as announced by Finance Minister Fielding. The change as proposed by him in the budget speech is described by them as a direct play for votes to the French farmers of Quebec and of Essex county. The monetary loss will be extensive. At least $35,800 goes out of the pockets of the manufacturers directly as a result of the change. This is what can be estimated, but the loss through the change in stamps and the resultant booming of a poorer class of goods by the cigar retailer cannot be put down in figures. That it will be a tremendous loss and jeopardize the very existence of many firms is the prediction made in London.

"The Dominion Government is making a football of the cigar manufacturers in an effort to get at the votes of the farmers who grow tobacco," said Mr. R. D. McDonald, of the firm of Line, McDonald & Company, who is a strong Liberal. "I do not say that it is only the Liberal interests that seek to get these votes. I think that the Conservatives would do the same thing. It is all a question of political pull, but it is an inconsistent Government that puts through such changes. It is the policy of politics and the pulse of the people that counts.

"If this change goes through it means that the cigar business will have the worst bump in its history. The increase in the duty on foreign leaf from 10 cents to 28 cents is not the principal cause of objection, although the reduction in the stamps does not equal the increase. This increase and the taking off of the 10 cents per pound rebate on cleanings will mean that the cigar manufacturers of London will lose at least $35,000 annually. But that is not to be compared with the loss that cannot be estimated as a result of the enforcement of the uniform stamp regulation. Let me explain how this matter affects the manufacturer.

"At the present time the Government provides a green stamp for domestic tobacco, a black stamp (the one most commonly seen) for foreign tobacco and a red stamp for a mixture of the two. The Government now proposes to make the stamp a uniform color. All tobaccos will be labeled exactly the same. Think of what this means. Now, every cigar made of foreign leaf is indicated by the black stamp. The man who buys a cigar with this stamp cannot go far wrong. He gets either his five or his ten cents worth of goods. Hereafter, taking it for granted that the change goes through, and it seems to be inevitable, the cigar boxes will bear the same stamp. Canada grown will bear the same stamp as good Havana. It will certainly be to the interests of the dealer to boom this class of goods for all he is worth. He will get the Canadian grown goods at a greatly lower figure and will certainly seek to advance the brand which nets him the biggest profit. It means that the manufacturer who turns out the good cigars will be competed with by unfair measures. He will not have a chance."

"Why should the Government treat the manufacturers in this manner?" a reporter asked.

(Cohcluded on p. 15)

GENUINE CONNECTICUT BROAD LEAF TOBACCO SEED
Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal orders to
WM. L. HUNTTING, E. Hartford, Ct.

WILLIAM L. HUNTTING
Packer, Dealer & Grower of
Leaf Tobacco
Have on hand choice Broad Leaf wrappers and binders, cheap for cash.
Choice tobacco seed a specialty.
Office, 812 Main St., E. Hartford, Ct.

Northern Wisconsin Leaf Tobacco Co.
PACKERS OF AND DEALERS IN
Northern Grown Wisconsin Tobacco Exclusively
LA CROSSE, WIS.

STEPHEN F. KETRAN
Interior Wood.. Work..
Makes a Specialty of Fitting Up Cigar Stores
Bank, Church, Office, Store Fixtures and Special Cabinet Work
1615 to 1623 McKean St., Philadelphia

AWARDED GOLD MEDAL at Jamestown Exposition.
White Rolls Cigarettes
ARTHUR HAGEN & CO., General Agents,
151 North Third Street, Philadelphia.

REGISTER YOUR TRADE MARKS IN THE REGISTRY DEPARTMENT OF THE TOBACCO WORLD . . .

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119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

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Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

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DEALERS AND PACKERS OF

Domestic Leaf Tobacco of All Kinds

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Office and Salesroom:

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Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

S. Weinberg

121 North Third Street PHILADELPHIA

Importer of SUMATRA and HAVANA Dealer in all kinds of SEED LEAF

Tobacco

Norristown Tobacco Works

NORRISTOWN, PA.

Manufacturers of

Havana Shorts

Keyno HAVANA SHORTS 2 oz. 5c.

Private Brands for Jobbers a Specialty Samples submitted on application

L. J. SMITH & CO.

Wholesale Cigar Manufacturers

and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA 5c. Cigars

TWO HAVANAS Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

Established 1895 Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

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L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

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VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 88

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SUCCESSORS TO

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Growers, Packers and Importers of

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PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
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" REMEDIOS " SANTA CLARA
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Factory Vegas a Specialty

CHARLES BLASCO

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Leaf Tobacco and Cigars

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GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

Small Sales in the Havana Leaf Tobacco Market.

But the Trust Gathered in a Big Bunch of Vuelta Abajo Colas at Low Figures. Speculations Regarding the 1908 Crop. Tobacco Man Nominated for Representative. Notes Gathered in the Warehouses.

Special Correspondence of The Tobacco World.)

Havana, Cuba, March 23, 1908.

Some disappointment might be felt at the small transactions put through last week, and which would have been rather insignificant if it had not been for nearly 2,200 bales of Vuelta Abajo colas which the trust bought for its cigarette factories. As the independent cigarette manufacturers still have a large stock on hand, and therefore were indisposed to increase their holdings, even at the considerably lower ruling figures (possibly also for want of ready cash) the trust had a cinch in securing these colas at prices ranging from $17 to $18 per qq. As last summer up to $33 per qq. had been paid for the best styles of colas it shows the enormous shrinkage in value, leaving out of account loss in weight, storage, fire insurance and interest on the capital invested. One good point for our dealers is that gradually the local cigar manufacturers are beginning to look around for wrappers and fillers, and surely this is a sign that their holdings not only are small and need to be replenished, but also that they are less sanguine about the coming crop being larger, of a uniform good quality, or that prices for the latter will be low.

The conviction that the crop of 1908 (Vuelta Abajo) will be smaller in quantity (some parties claiming that perhaps it may not reach over 60 per cent.) is gaining more ground from day to day, and besides there will be three distinct types of leaf this year. The Temprano, or early cut tobacco in January, will be fine in texture and of a mild, but superior aroma, while the Medio Tiempo, or February cut, may not turn out much better than the 1907 leaf, and the Tardio, or March cut, will be very gummy and small in leaf, totally unfit for the clear Havana cigar industry. Wrappers of Vuelta Abajo, excepting the shade grown vegas, will be scarce again, therefore the Partido wrappers will be welcome. Tobacco grown in the latter section is pronounced satisfactory, but to make sure of the result it is well to wait awhile.

Reports about the Remedios crop are still in doubt, but apparently the heavy first and second capadura styles will be small. The light leaf on the other hand may be abundant, and prices for same ought to be lower this year.

Don Luis Marx started his escojida of Partido at Zanja street No. 75 last Monday, the 16th inst., but as Don Luis is at the head of all planters of tobacco in every respect, as regards manure, seed beds, transplanting, cutting only of the ripe leaves, and piling them up when dry, in barns specially constructed that contain a humid atmosphere or Blandura, he is naturally from 4 to 8 weeks ahead of the ordinary veguero, who still follows the old rut and waits for Dame Nature before he commences his packing. Don Luis Marx is past the experimental stage, as his former trials have proved the correctness of his advanced ideas, and he can now go ahead without fear of making any mistakes. His tobacco will be more excellent this year than it is usually, as his planting is always done at the earliest possible period of each year.

Sales

during the week figured up to 3,465 bales, divided into Vuelta Abajo 2,790, Partido 425 and Remedios 250 bales.

The American buyers only participated with 815 bales, while the balance of 2,650 bales was taken for home consumption.

Buyers Come and Go.

Arrivals—Mortimer Regensburg, of E. Regensburg & Sons, D. E. Klein, of E. M. Schwarz & Co., E. J. Weil, of Weil & Co., M. Manels, of Smith & Manels, New York; Allie Sylvester and Max Stern, of Sylvester & Stern, New

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista Neptuno 170--174 Special Partner—Gumersindo Garcia Cuervo

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

SOL HABANA

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido. Corner Dragones Street, HAVANA

8

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA ***Habana***

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" Correspondence Solicited in English

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM ***Habana***

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

York and Havana; Salvador Rodriguez, of Charles The Great Factory, Tampa; William Crump, of Crump Bros., Chicago.

Departures:—Charles Semon, for Cleveland, O.; W. Smith for London, Eng.; E. M. Falk, M. Wallack, M. Manels, Edward and Ellis Arendt and E. H. Smith, for New York.

Havana Cigar Manufacturers

are all busy for the time being, that is to say the independent ones, while it is said that the trust is only working half time. The former have enough orders on hand to keep them busy, but it remains to be seen whether business has really improved sufficiently so that new orders will come in large enough volume to take the place of the executed ones. The precipitate reports about the goodness and large 1908 crop may prevent some importers and retailers from laying in large stocks until they convince themselves that these statements were premature and not based upon actual facts.

H. Upmann & Co. shipped 500,000 cigars during the past week, and their factory is hard at work to fill all of its pending orders.

Behrens & Co. are also busy, as their orders for Sol and Luis Marx cigars require all their attention.

The Partagas factory purchased about 200 bales of leaf during the past week, principally fine wrappers.

Calixto Lopez & Co. are holders of as fine old wrappers as were ever grown, of beautiful colors and free from spots.

Buying, Selling and Other Notes of Interest.

Perez & Obeso sold 1,400 bales of Vuelta Abajo during the past week. Don Pablo Perez, the senior partner, while yet a young man has been honored by being nominated Representative for Vuelta Abajo by the Liberal party, and as his side has a large majority, the nomination is equivalent to an election. In the name of The Tobacco World we congratulate not the man but the country in having some prominent grower of tobacco among the law makers of Cuba Libre, as with his judgment and public spirit many roads and other improvements will be sure to come to our famous tobacco district, the unrivaled Vuelta Abajo.

E. H. Smith is reported to have purchased about 800 bales of all kinds of leaf during his sojourn here of three or four weeks.

Muniz Hnos. & Co. were sellers to the extent of 750 bales of Vuelta Abajo.

Matt Wengler, while still here, has already secured some 200 bales of very choice Vueltas for his Chicago factory.

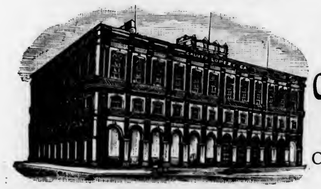
Sobrinos de A. Gonzalez disposed of 525 bales of all kinds of leaf during the past week.

D. E. Klein is credited with having invested in a couple of hundred bales of leaf for his firm of E. M. Schwarz & Co.

M. Manels, of Smith & Manels, New York, came here with Mrs. Manels on the steamship Oceana, and while he did not have any intention of doing any business and only passed through here on pleasure bound, still I heard it stated that he visited some of his many friends in the tobacco line, and incidentally made some purchases.

(Concluded on p. 14)

EDEN CIGAR FACTORY



of BANCES & LOPEZ
HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market
Correspondence solicited in English

Monte 156, P. O. Box 595 HABANA, CUBA Cable: "Calda"

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

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Packers and Dealers JANESVILLE, WIS.

JOSH BILLINGS

5c. Cigar

"There hain't none better than the best."
—JOSH BILLINGS.

This Is the Best.

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship. Finest package.

I. LEWIS & CO.

Makers,

Established 1870. Newark, N.J.

Z. JOHN NORRIS,

Manager of the Philadelphia Office,

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ERNEST ELLINGER & CO. Office, Nos. 87-89 Pine Street New York

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IMPORTERS AND PACKERS OF
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NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
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O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World

New York, March 31.

New York Leaf Market.

With the business for the month of March practically finished, the entire trade is beginning to look with renewed hope and interest for better prospects beginning with the first real spring month, and they are not without some good reason for believing that there will come with it some revival in trade generally, and in which the leaf houses must necessarily share, although the past week was still rather quiet and only a slow movement of domestic leaf tobacco was in progress.

The Sumatra market was considerably stirred last week when one of the largest manufacturing concerns in the country made purchases of old goods from several houses, aggregating 1,000 bales. The purchasers have been direct buyers in Amsterdam and whatever may have prompted this action, its effect was plainly apparent, and a more than usual activity is now expected. The arrival of new goods this week will enable the trade to more fully ascertain the quality which the goods possess, if not of the quantity of this year's offerings, which may prove available.

Havana tobaccos have been moving off in moderate sized sales, and withdrawals from bond were heavier than usual, from which it is inferred that clear Havana and other factories using that tobacco in any quantity are having a fair demand for their products.

• • •

The Cigar Industry.

The cigar manufacturing industry is now on a fair road to recovery, and a gratifying improvement is already shown. More cigarmakers are finding employment, and longer working time is getting into vogue at the factories.

Good spring weather will be a wonderful help to the cigar indutsry, particularly at distant points in localities where the spring season is not usually so early as here.

• • •

Pipe Manufacturers' Difficulty.

A petition in bankruptcy has been filed by Richard Kleithermes, a manufacturer of briarwood pipes at Spring Valley, N. Y. His liabilities are placed at $14,975 and are offset by assets of $5,600, consisting of stock, $600, machinery $2,500, and real estate valued at $2,500 but subject to a mortgage of $2,000. The bankrupt has been in business about six years.

• • •

Alexander Bros. Bankrupt.

A petition in bankruptcy has been filed against Magnus D. and Julius D. Alexander, who compose the firm of Alexander Bros., wholesale tobacco dealers, 212 Pearl street, by two creditors, Elias Bach & Son, $1,933, and Leopold Weill & Son, $758. It was alleged that they are insolvent, made preferential payments of $2,000, and transferred merchandise and accounts of $2,000. They have been in business since 1859.

• • •

New Leaf Packing Company.

The Leaf Tobacco Packing Co. of New York has been incorporated at Albany, with a capital of $10,000. The directors are Samuel Arnstein and Mathilda Arnstein, of 23 East Eighty-eighth street, and Esther Tolpin, 128 West 117th street, New York.

• • •

Surbrug Has Havana Cigarette.

The Surbrug Co. of this city is about ready to put on the market a Havana cigarette under the name of Villa Belle. This is the Surbrug Company's latest creation, and is designed to sell at 10 cents retail. The goods are to be entirely of Havana tobacco, attractively packed, with a liberal line of advertising matter for the dealer.

• • •

Hussey's Removal Announcement.

The A. Hussey Leaf Tobacco Co. has issued a very attractive folder, announcing that they will remove on or about April 15th to larger quarters at 127 Maiden Lane, formerly occupied by I. Bijur & Son. They are offering special inducements to manufacturers, in order to reduce stocks before the time of moving shall have arrived.

News Notes.

H. J. S. Browne, Inc., N. Y., to deal in cigars, etc., has secured a charter at Albany with a capital of $10,000. The directors are Henry J. S. Browne and John P. Foley, 1234 Broadway, and Conrad Kremp, 15 William street, N. Y.

—

The Crown Cigar Co., New York, has been incorporated with a capital of $5,000, to manufacture cigars etc. Incorporators are Nathan Lieberfreund, Henry Lieberfreund, 5 Nassau street; Henry Mendelsohn, 194 Broadway; Charles Dottelbaum, 25 East Twentieth street, all of New York; Joseph Mendelsohn, 172 Fifty-third street, Brooklyn

—

Max Sondheim, of Leonard Friedman & Co., has gone to Amsterdam to attend several inscriptions of Sumatra tobacco.

—

After a tour of inspection of the company's plantations in Florida, D. A. Shaw, President of the Florida Tobacco Co., has returned to the local headquarters in New York.

—

Edmond H. Smith, of Hinsdale Smith & Co., returned last week from a visit to Cuba.

—

Last week was an exceptionally active one with H. Duys & Co., who made some good sized sales of Sumatra tobacco.

—

Ernest Ellinger, importer of Havana leaf tobacco, returned to New York last week from Cuba, stopping at Tampa en route.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER
Monroe D. Sellers, Sellersville, Pa.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
NEW YORK
ESTABLISHED 1840 CABLE: "NARGIL"

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

WHEN IN
BALTIMORE
STOP AT THE
HOTEL JOYCE
EUROPEAN
130 Rooms Elegantly Furnished
Unexcelled Cuisine
Rooms with Bath and en Suite
Centrally Located
Opposite Camden Station
Main Depot B. & O. R. R.
Rates $1.00 per Day and Upwards
SEND FOR BOOKLET
HOTEL JOYCE
Baltimore, Md.

STOP AT THE
NEW PRINCESS HOTEL
WHEN AT
ATLANTIC CITY

South Carolina Ave., 200 feet from Beach
The Princess Hotel is newly furnished throughout with rare taste, and possesses all modern requisites for convenience and comfort of the guests. Golf privileges and privilege of the Atlantic City Yacht Club extended to the guests.
American and European Plan
A BOOKLET will be gladly furnished upon application
Rates: Running from $12.50 to $30 per week, according to location of the rooms.
For further information address
CROWELL & COLLIER
THE PRINCESS HOTEL
Atlantic City, N. J.

GEO. W. PARR
Littlestown, Pa.
Manufacturer of

HIGH GRADE CIGARS
Fernside
Parr Value
Lord Wharton
Special Brands Made to Order
CORRESPONDENCE INVITED SAMPLES ON APPLICATION

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

AMENDING ANTI-TRUST LAWS.

Congress is apparently looking for trouble, for it is proposed to amend the present anti-trust laws, and a bill calculated, it is said, to bring such a course about has been presented by Representative Hepburn.

The basic idea is, so its sponsors say, to properly amend the anti-trust laws along the lines recommended by President Roosevelt in his message to Congress, but it appears that the real idea of the bill is to protect corporations and combinations which are worthy, while prohibiting such as are monopolistic and tend to restrain trade.

The Sherman Act was so loosely drawn that no corporation is safe, and the Supreme Court has decided that under it any combination, whether reasonable or not, may be prosecuted, and, with an administration favorable to it, dire consequences could undoubtedly be brought about by a wholesale prosecution of corporations. Under the present Sherman Law, an Attorney General so inclined could easily plunge the whole country into a panic the like of which never has been experienced. Carefully considered amendments, therefore, would seem an essential.

While the new Hepburn bill covers a great many points, some are eminently satisfactory, but others will lead to the fiercest kind of debate if debates once get started. It does not, for that reason, seem to fully cover the President's idea, for in his message the President did not yield upon the prosecutions of those corporations already under the ban, but with proper publicity, with corporations filing reports and accepting the law which he has proposed, he has evident intentions of calling a halt upon prosecutions for past misdeeds, and practically beginning afresh.

Under the proposed regime, contracts which corporations wish to enter into can be submitted to the Bureau of Corporations, and there be approved or rejected, and in that way they could at least escape the danger of doing anything illegal and thus inviting prosecution.

Next to tariff revision, trust legislation is liable to keep the country in a more or less unsettled condition for months to come.

It is the agitation of just such subjects as these that has much to do with a depression in business conditions, and by which the country is suffering now.

THE LOCAL TOBACCO NEWS

Although there are still signs of improving conditions in the cigar trade, there is a more or less desultory trade in leaf tobacco, and a job lot business has rather been the rule during the week. Yet the Philadelphia leaf men are about as hopeful a lot as exist anywhere. They are fully confident that their time will again come, so that it is but a matter of waiting a little longer. There are a few who still experience trouble in having to renew the paper for too many customers, which disturbs their serenity somewhat by upsetting their calculations.

The Quaker City cigar manufacturers are faring very well nowadays, and orders are beginning to come with something more like old time activity. Reports from salesmen are a unity of encouragement and, everything taken into consideration, prospects are encouragingly brighter.

THE TOBACCO WORLD

ESTABLISHED 1881 INCORPORATED 1902

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia

Cable Address, "Baccoworld." Havana Office, Prado 36, Altos.

ADVERTISING RATES ON APPLICATION.

By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy.
Foreign Subscription, for all Countries of the Postal Union and Canada, $2 00 the Year.

Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, APRIL 1, 1908.

Bayuk Bros., manufacturers of the popular Havana Ribbon, Mongolian and other brands of 5 and 10 cent cigars, have purchased from Benj. and Clarence Wolf, property at Nos. 237 to 247 Spruce street and No. 271 South Third street, all occupying a lot 82 by 100 feet at the North East corner of Third and Spruce streets, at a total cost of $27,000. It is proposed to erect on the site a six-story cigar factory building.

There has been a large increase in the number of cigar factories located in the down town sections during the past few years. The number already includes the American Cigar Co., on Washington avenue, Vicente Portuondo Co., Passayunk avenue and Kimball street, Allen R. Cressman's Sons, 512 Pine street, Sig. C. Mayer & Co., 515 Lombard street, and with the addition of Bayuk Bros. that section will be pretty well represented by factories of good sized proportions, in addition of a large number of smaller ones.

President F. D. Ware, of the Ware-Kramer Tobacco Co., of Norfolk, Va., was in this city on Saturday last, en route to his home. Mr. Ware took advantage of an opportunity of saying a few encouraging things to the several cigarette salesmen of Arthur Hagen & Co., the general selling agents here of the Ware Kramer Co. The boys all say Mr. Ware is a peer in cigarette manufacturing and selling, and they are pushing the Lynnhaven and White Rolls for further orders.

C. W. Saunders, of the Cortez Cigar Co., was a visitor here last week, en route to Atlantic City.

Burdsall & Adams, cigar manufacturers at Media, Pa., resumed operations on Monday last on full time, having been closed down for a short time owing to a dullness of trade.

M. C. Vanaman, 9 North Juniper street, reports trade on the increase. Owing to the central location of this store the transient trade is probably the largest in this section. It is worth while to stop in and see Mr. Vanaman's large display of postcards and novelties. E. W. Rugby, the well known sign writer, assists during the busy hours.

Arthur Weldon, a retail cigar dealer at Thirteenth and Silver streets (above Market), died on Monday last. This is the store that was formerly conducted by the late Jas. A. Stead, who died a year, or a little more, ago.

George H. Dennerlein, of P. Dennerlein & Sons, leaf dealers of New York, spent several days in the Philadelphia market last week.

Richard C. Bondy, of Bondy & Lederer, New York, manufacturers of the Tom Keene 5 cent cigars, spent several days here last week, during which time he made his headquarters with Goldsmith & Arndt, the local distributors of their products.

C. W. Bitner, of Lancaster, was a visitor last week, and accompanied George W. Newman in making the rounds of the trade.

Frank Dominguez, of E. A. Calves & Co., has returned to this city after a protracted stay in Cuba, during which he succeeded in making satisfactory selections of a moderate quantity of desirable Havana tobacco to meet the requirements of the trade here.

Harry Dolinsky, of H. Dolinsky & Son, has concluded his packing season in Connecticut and has returned to this city.

Arrangements have been made by which Jacob Labe, of B. Labe & Sons, expects to leave for Europe on April 15th, accompanied by his family.

A new cigar store is soon to be opened in the Perry Building, at Sixteenth and Chestnut streets, by Theo. E. Payne.

Z. John Morris, Philadelphia manager for I. Lewis & Co., of New York and Newark, N. J., has spent a few days at Atlantic City.

The sales of the El Principe de Gales Havana cigarettes are gaining rapidly in this city. They are being adopted largely by professional and business men who desire a short smoke, but of something a little heavier than the average cigarette.

Leopold Powell, head of the house bearing his name, was a visitor here last week, and was cordially received by every one whose acquaintance he had made. He was on his way to Tampa and Havana.

D. H. Moulsdale, representing Sanchez & Haya, made one of his regular visits to Philadelphia last week.

The week of October 4th to 10th has been designated as "Founder's Week" in Philadelphia and set apart for a popular celebration of the 225th anniversary of the foundation of the "City of Brotherly Love." It goes without saying that the tobacco trade will bear its part in making the occasion a memorable one.

BOSTON'S TRADE IMPROVING

But Not by Leaps and Bounds—Cut Price War is Nearly Over—Trade Men and Their Doings.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., March 30.

Trade conditions are improving but not as quickly as members of the trade would like.

The cut price war on cigarettes is still on here but I expect it to be all over by the end of this week.

The latest reports from the bedside of Gov. Guild, who has been seriously sick, are very encouraging and his recovery is now looked for. The Governor is very popular here, and is down on the list as a candidate for Vice President of the United States.

Mr. Altgeld (Shinasi Bros.) has been looking after the sale of Naturals and Prettiest. J. B. Krinsky, N. Y., manufacturer of the Fifth Avenue cigarette, was in town introducing a 10 cent package of Turkish cigarettes, called Egyptian Heroes.

George Cawthorne (Whitelaw & Co.) is doing some telling work on the Glorifier little cigars.

Hugh Campbell, President United States Tobacco Co., Richmond, Va., is in town calling on Nat. Ives, the firm's New England representative.

F. H. Roseboom, representing John J. Bagley & Co., Detroit, Mich., makers of union made tobaccos, is here on his initial trip, and is introducing to the trade a smashed cube cut tobacco packed in 1⅜ oz. tins, called Sweet Tips, which retails at 10 cents. He also is offering Wild Fruit, 1⅜ foil, cut plug, which retails at 5 cents. Mr. Roseboom was formerly in charge of the Western trade of Bagley & Co., and was located at Spokane, Wash. He is now going to try and cultivate a good New England business for his concern, whose brands are very little known here, outside of Long Tom and Mayflower tobaccos.

Stephen Herz (Falk Tobacco Co.) was in town this week and took many orders for Champagne Cocktail, their new 20 for 10 cents cigarette, a similar piece of goods to the Fatima.

N. B. Clarke, formerly with the Marlboro Cigar Co., is now the New England agent for the Booker Tobacco Co., of Virginia, and is placing with the trade Blue and Scarlet, a 1⅜ oz. foil package of cut plug. I hope Mr. Clark has at last got hold of a live one.

D. Bendheim (Metropolitan Tob. Co.) spent several days in town.

Sam D. Marcuson, who for the past two and a half years has been the Boston representative of the Khedivial Co., and who without a doubt has made good here, has been transferred and will in the future look after the Philadelphia trade for his concern. Sam has many friends and acquaintances here who regret to see him leave, especially on such short notice, but it is understood that Sam will be much better off financially by the change of territory. Well, here's good luck to you, Sam.

F. F. James was here all week showing up a nice line of clear Havana cigars from the factory of Alonzo Pandoz Co., New York. Mr. James was formerly connected with a Pennsylvania concern.

M. Barnett, of M. Barnett & Co., 3 Burling Slip, N. Y., leaf tobacco merchants, was here for a few days and closed a few good deals in Havana and Zimmer Spanish. Mr. Barnett is in search of a good salesman to represent him in this market.

Bert M. Frankel, representing Callero & Co., N. Y., has just returned from a six weeks trip.

Louis Shapiro and Courtney Perkins (Nestor Gianaclis Co.) have just returned from Hartford, Conn., where they done a smashing business on Nestor and Royal Nestor cigarettes.

Abe Shadoff, manager of Frye Bros. Hotel, the finest hostelry in Dover, N. H., was in town this week, purchasing many of the necessaries for the establishment.

M. Bloom (Butler-Butler Co.) was in Providence, R. I., all week and took many orders there for the famous Pall Mall cigarette.

J. Pearlstein (American Cigar Co). has returned from a successful trip to Rhode Island.

George Russell (Allen Tobacco Co.) was in Amesbury and Portsmouth this past week, Emil Abrahams, of the same company, was here a few days shaking hands with old friends and left for Providence, R. I. Telonette little cigars are still in public favor here, and the sales are increasing monthly owing to the untiring efforts of Mr. Russell, the firm's local representative.

The Ware-Kramer Tobacco Co. is making a big hit in this market with the Lynnhaven Turkish blend cigarette. There is practically no advertising being done on the goods, and the cigarette is selling on its own merit. Messrs. Carnes and Farrant are placing the brand with much success, as retailers seem eager to push the sale of any brand bearing the union label.

The United Cigar Stores Co. is about to invade the city of Waterbury, Conn. A store in a prominent part of the city has been leased and will soon be open for business.

Fred. Oakes, a prominent tobacconist in Waterbury, is making a good showing on the Nestor cigarettes.

Chas. Soby has sold his retail store to Weeks & Woods, who will continue the business in up-to date style. Mr. Weeks has just returned from a three months vacation in Florida. Mr. Soby will now confine himself to his cigar manufacturing business. His Batchellor cigar has an extensive sale through the State of Connecticut.

Rube Ellis (Melachrino & Co.) was here a couple of days and went the rounds with Frank A. Henderson, their local salesman. Mr. Ellis announced that he would start today on a trip that would take him clear out to the coast, and he expected to return to Boston about July 15th. Melachrino cigarettes are selling very good here.

Brody & Co. have opened a lunch room and cigar store at 73 Everett avenue, Chelsea, Mass.

The American Tobacco Co. is now offering the following deal to the retailers: With every purchase of 250 Sweet Caporal and 250 Turkish Trophies, if the buyer takes 1,500 of any other brands made by the company with the exception of Hassans, a rebate of 25 cents is given.

The trade was shocked to learn of the sudden death of Chas. D. Larus, of Larus Bros. Co., tobacco manufacturers, Richmond, Va., whose products, Edgeworth, Sensible and Qboid are big sellers in this market. E. W. Harrington, the New England representative of Larus Bros. Co., was one of the pall bearers at the funeral last Monday. Mr. Larus was very popular in the trade, and was one of the tobacco trust's biggest opponents in the manufacture of cut plug, etc.

Dick Tobin, with R. G. Sullivan, is doing a big business here on the 7 20 4 cigar, which is fast becoming the most popular 10 cent cigar in this market.

On a visit Saturday to Tobacco Headquarters, 31 Central street, I found the Hon. Chas. T. Ellis sitting quietly at his desk, surrounded by a number of boxes of the finest domestic and imported cigars, enjoying the whiffs from a common T. D. pipe.

Ben Ali.

Verdon Company to Enlarge,

Kalamazoo, Mich., March 28.

The Verdon Cigar Co., which has the largest union factory in the Middle West, is preparing to increase the capacity of its plant with the growth of its business, which has been growing rapidly in the last few weeks.

The company is now employing about 175 persons, 80 of them being cigarmakers and members of the union. The output of the factory is large, but the recent increase in business has led the company to plan on increasing its capacity.

Since the Lilies factory was removed to Detroit, a number of the union cigarmakers, who had been stripping, have been given employment in the Verdon plant, and more may be put on soon if the present business conditions continue.

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

Take no other but the Genuine

Established 1869
Incorporated 1893

Juan F. Portuondo CIGARS

Registered in U. S. Patent Office

Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark and Signature of Juan F. Portuondo

There are more IMITATIONS of this old established and JUSTLY FAMOUS brand of cigars than any other cigar in the world.

MANUFACTURED ONLY BY
The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia.

UNION MADE ..... ALL QUALITY ..... UNION BOXES

H. G. BURKY

MAKER

10c. HAND MADE HAVANA CIGAR 10c.
5c. A HIGH GRADE CIGAR FOR 5c.
Write for Samples and Prices

FACTORY No. 1898, FIRST DISTRICT, READING, PA.

Our Capacity for Manufacturing Cigar Boxes Is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

Monroe D. Sellers, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

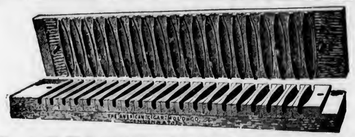
THE DEISEL-WEMMER CO., Makers
Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & Co.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
—ALSO—
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart

Dallas Cigar Co
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna



SAVE AGENT'S COMMISSION

Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.

Send for our Catalogue of 1,500 Shapes

The American Cigar Mold Co., Cincinnati, O.

OUR LETTER FROM HAVANA.

(Concluded from p. 9)

B Diaz & Co. closed out 200 bales of Vuelta Abajo and Partido.

Gonzalez y Miguel sold some of their excellent Remedios packings to a Northern dealer.

The death of Captain Mike Flaherty became known here on Saturday afternoon, through the Associated Press cables, and his many friends here were deeply touched by the untimely passing away of an honorable business man and perfect gentleman.

Our carnival festivities are still kept up by having almost daily horse racing, automobile and motor cycle races, as well as balls, and a battle of flowers which took place on Sunday, the 22nd inst.

RECEIPTS FROM THE COUNTRY.

	Week ending March 21 Bales	Since Jan. 1 Bales
Vuelta Abajo	791	13,487
Semi Vuelta	199	1,231
Partido	121	515
Matanzas	16	277
Remedios & S. Clara	1,844	15,587
Mayari	13	1,261
Total	2,984	32,358

Union of Cigar and Cigarette Manufacturers
of the
ISLAND OF CUBA

OFFICIAL NOTICE

As it seems that it has not been widely circulated, the notice of the separation from this association of the company Henry Clay and Bock & Co. Lmtd, with all the cigar and cigarette factories that it controls in this Republic, some foreign importers of Cuban tobacco, had their doubts, whether the said company and its factories have the right of using the stamp, or guarantee label of the Manufacturers' Union.

As these doubts cause a prejudicial confusion to the manufacturers who are members of this Association, as well as to the importers and consumers of their products, it is again made public, that the Company Henry Clay and Bock & Co. Lmtd, with the several factories under its control does not belong, since the month of July, 1907, to the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba; and therefore, the said company has no right to use in any way on their cigar boxes, or on their cigarette wrappers and cut leaf packages the stamp or guarantee label of the Manufacturers Union, which can only be used on the boxes and other packings of their products, by the independent manufacturers who belong to it.

Havana, March 10, 1908.

For the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba.

Rafael Garcia Marques,
President.

Canadian Tariff Changes.

(Concluded from p. 5)

"It is simply a case of discrimination against the men who have made the cigar industry what it is in favor of Quebec farmers with votes. There is no other explanation. It does not benefit the consumer. He gets the worst of it along with the manufacturer."

"Are there no retaliatory measures?"

"No. We went to Ottawa and were given but scant satisfaction. We will simply have to spend all kinds of money in advertising. The newspapers will certainly not lose by the regulations.

"As a practical illustration of what the Government proposes to do, let us make a comparison. The Government and the people have indicated that they want purity everywhere. Cheese, apples, and almost every commodity must be properly labeled before it can be shipped from the country. It is made an offence to label one quality of apples above its standard. In the case of cigars this condition is reversed. The Government puts all qualities in together and the consumer takes it that way. It is outrageous, but there is nothing to be done. The Dominion Government has never done a more unjust thing. It strikes at the very vitals of an industry which has been built up in every case from an infantile age. The men who have made money are self-made men, men of small beginnings. They are not the bloated capitalists people would think."

Mr. John McNee, another manufacturer of Liberal leanings, was nothing if not more outspoken than Mr. McDonald in his denunciation of the measure.

"Under the present conditions Canadian tobacco is given 300 per cent. protection, and if that is not sufficient for any commodity, then that commodity is too expensive for the people to deal in," he stated. "This whole change is to benefit the French farmers. It is a vote-getter pure and simple. The Ontario manufacturer is displaced by the farmer of Quebec. This measure will undoubtedly affect the cigar business of London. What its direct result will be can only be guessed at. It certainly will cut down the business, and profits in the cigar business are small at the present time, let me tell you that. The dealer may now go ahead and boom any brand of cigar he likes and the consumer must take his word. There will be a big direct monetary loss as a result of the change, for the reduction in the price of stamps does not meet the increase of 18 cents on every pound of tobacco imported. Then there will be a great loss that cannot be figured. The manufacturer of the big cigar will be hard hit.

"In the last eleven years the Dominion Government's revenue from the cigar trade has been at least $300,000 each year. At interest with five per cent. this amounts to at least $5,000,000, and I could buy all the cigar industries in Canada at the present time for $3,000,000. The Government has made the big money out of the business. Many have failed, and only those who struggled hard have made money. It is a burning injustice and a direct call for votes—a political dodge."

Other manufacturers in the city expressed themselves in the same tone. That prices of cigars would be increased as a result of the change was not stated. The competition of the Canadian grown goods will make this practically impossible.

SPECIAL NOTICES.

(12½ cents per line, 8-point measure)

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LaSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

To Cigar Manufacturers.

THERE are several cigar factories vacant in Perkasie, Bucks Co., Pa. (1st Dist. Pa.), on the N. P. Branch of P. & R. R. R., 33 miles from Philadelphia, which can now be rented at a low rent. Plenty of good hand-work hands can be secured. This is one of the largest cigar centers in the State. Apply to The Perkasie Board of Trade, John Schwartz, Secretary. 3-18r

L. BERNFELD
Cigar Broker
West Haven, Conn.
2-5tf

Pennsylvania Tobacco Seed

Scientifically grown and separated; 1,800 to 2,000 lbs. per acre; packets, 25 and 50c. Separated seed in 2½ lb. lots and up, $4 per lb.; single lb. $5.

John S. Weaver, Tobacco Kf. Breeder, **Kinzers, Pa.**
2-5t

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

WANTED—Good cash jobbing house to use about 5,000 Union Label Cigars a week. Will make any grade or shape desired. Address Manufacturer, Box 6, care Tobacco World, Phila. 4-1h

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

E. ROSENWALD & BRO.

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS

NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor
Manufacturer of
FINE CIGARS
Holtz, Penna.

10c.---UNCLE JOSS---5c.

Pretty Bessie
York Nick.... } 5c.
Best Known..

Two Cracker Jacks (2 for 5 cents)

Oak Mountain Bouquet—Boston Beauties
Puro—Porto Rico Crooks

Correspondence with the Wholesale and Jobbing Trade Only invited.
Capacity, 25,000 per day. Telegraph—York, Pa.

Our Great Offer: A Self Filling $2.00 Fountain Pen and "The Tobacco World" for one year, ¶ Both for $1.50; the Regular Price is $3.00.

We have made a contract with one of the largest Fountain Pen Manufacturers in this country (Nathaniel Field), whereby we can supply you with **A First-Class Self Filling Pen** the best of its kind in the market. Every pen is solid gold, 14k., point tipped with genuine iridium.

The illustration shows the exact size of the Pen; if not satisfactory for any reason, it will be exchanged cheerfully.
This is an unusual opportunity to get a High Class Pen at a trifling cost.

TO ANY PERSON sending us **$1.50**, we will send this Beautiful Fountain Pen, postpaid, and will, in addition, enter the person's name for one year's subscription to "The Tobacco World." Should you already be a subscriber and desire to secure one of these Pens, your subscription will be extended one year from the date of its present expiration. This offer does not apply to foreign subscriptions, which cost $1.00 additional.

Address The Tobacco World, 224 Arch Street, Philadelphia, Pa.

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an
Exclusive line of

NICKEL GOODS

Which can be recommended for
Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

EDWARD E. SIMONSON
Packer of and Dealer in
Leaf Tobacco
Tobacco Bought and Packed on Commission
Stoughton, Wis.

SETTLING TIME IN LANCASTER

Little Change in the Leaf Market, But the Sales Have Increased. Factory Improvement Looked for After First of April.

Lancaster, Pa., March 30.

The leaf tobacco market has not undergone much change during the past week, although there were a few more sales for the week than during the earlier part of the year. Some out of town h ldings have changed hands, but the prices received are being kept very quiet. It is admitted that the prices asked now are a little shaded as compared with figures quoted earlier in the season.

Buying of the 1907 crops continues at a moderate rate, the prevailing prices being still about 8 cents, and a higher figure is the exception. It is claimed by some that probably half the 1907 crops have been bought up, but it is yet difficult to estimate with any degree of accuracy. It is easily noticeable, however, that large quantities of the new leaf is being received both here and at country warehouses. Last weeks' deliveries were the largest of this season. It is quite natural that farmers should be anxious to deliver their crops now if they have sold, for in the first place many have use for the money, and again all are preparing for spring work, which if present weather conditions continue will beign early this year. It is to be hoped, at least, that we shall not have another late season like that of 1907.

Farmers are giving much thought to the acreage question this year. They admit that even at the price received this year, which is low as compared with last year, a good crop of tobacco is still the most profitable product for the farmer.

The question of labor entered seriously into the matter of acreage last year, but unless business generally brightens up considerably farmers should not have much difficulty in that respect.

The cigar industry does not yet look any too promising with a majority of manufacturers, yet there seems to be a feeling that after April sets in there will come a decided change for the better.

B. F. Good & Co. have issued an attachment against C. H. Myers & Co., for $2,750, and have named another and prominent Lancaster packer as garnishee.

Peter Dommell, a tobacco man of this city, was recently made the victim of a bold robbery. Boarding a trolley car he was jostled about by several men who were standing on the platform, who succeeded in picking his pocket of a roll of money containing about $60, and managed to make good their escape.

There has been rather more than usual activity during the past week at the leaf house of A. B. Hess, on North Prince street. Shipment of considerable goods recently sold was made and some new goods are also being received.

L. E. Ryder last week left for a short visit to Philadelphia and other points. Business has been somewhat quiet with him of late, but it is likely to be stirred up by Mr. Ryder's energetic work on the road.

Several union cigar factories in this county have lately received some fair sized orders and work has been resumed.

The new factory building of the S. R. Moss Cigar Co. is now rapidly nearing completion, and will soon be ready for occupation.

John Sachs, father of G. Henry Sachs, the well known King street cigar manufacturer and retailer, died suddenly last week at his home in this city. Deceased was 74 years of age, and apparently in good health until stricken with heart disease, expiring almost instantly.

Wolf Bros., of Red Lion, recently booked several good sized orders for cigars, and they are entering the work with renewed vigor.

An eleven year old son of F. M. Meads, cigar manufacturer at Windsor, died last week of pneumonia.

IN YORK AND VICINITY.

Orders Beginning to Come to the Cigar Factories, and Hopes of Revival are Brightening.

York, Pa., March 30.

With the beginning of April so near at hand tobacco men are taking a "sigh of relief," believing it will be a turning point and that at least a fair degree of improvement will set in soon. Already there are some indications, several manufacturers having received orders for goods that came as an agreeable surprise. Others are making preparations in anticipation of a revival.

Most of the York factories seem to have a moderate amount of business, but there are still a large number of idle cigarmakers about.

John F. Sechrist is expecting to open his York factory about April 1st, while at his Holtz factory he has continued to work with a moderate force.

Word has been received from Felton that several cigar factories there, which had been closed down, had re-

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a pleasure to look over our Samples

Samples cheerfully submitted upon request — P. O. Box 96

CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specialty

32 and 34 East Chestnut Street, Lancaster, Pa.

W. B. HOSTETTER & CO.

Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue,
York, Penna.

We Make SCRAP FILLER for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

Nos. 49 and 51 West James Street
Lancaster, Pa.

H. H. MILLER

Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock
327 and 329 North Queen Street
LANCASTER, PA.

MILTON H. RANCK

Packer of
Penna. Broad Leaf
Dealer in
All Grades of
Domestic Cigar Leaf Tobaccos

201 & 203 N. Duke Street
LANCASTER, PA.

J. K. LEAMAN

Packer of and Dealer in

LEAF TOBACCO

142 North Market St.

United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN

Packer and Dealer in

Leaf Tobacco

Packing House, Millersville, Pa.

Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA. — MAIN OFFICE: Lancaster, Pa.

The York Tobacco Co.

Packers and Jobbers in
All Grades of

LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco — York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. — Lancaster, Pa.

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue. E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

H. F. KOHLER

Nashville, Pa.

Maker of HIGH GRADE, HAND MADE

Seed and Havana and Fine Nickel **Cigars**

For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

The Moehle Lithographic Company
Clarendon Road & East 37th St. Brooklyn, N.Y.
Branch Office
171 East Randolph St. Chicago, Ill.
Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.
LANCASTER, PA.

sumed operations, although yet working on a limited output.

D. E. Woodmansee, of Spring Grove, has sold his cigar factory building and will build a new factory, which will be thoroughly modern and convenient.

L. J. Simth & Co., of Red Lion, have made very rapid progress on their new factory building the past two weeks, and it will soon be under roof.

H F. Kohler, of Nashville, is encouraged by some orders recently received. Mr. Kohler has a large sale of his goods in this city, which kept up very well for a dull time.

There is some improvement noted in the trade at Hanover, while several McSherrystown factories are particularly busy, considering that the trade generally is dull.

The York Railways Company has noticed a falling off in business along the suburban lines, and determining to ascertain the cause, made a census of the trolley towns, so far as industries are concerned, and learned that many plants have been closed or are running on considerably reduced time. This was especially so in the case of cigar factories. However, most of them have reopened on short time and the hope is entertained that soon all will be working full time again and that all the towns will be busy and prosperous as before.

According to the reports received by the company the following cigar factories were affected:

Name and Location.		Hands
Premier Cigar Co., Hellam		70
H W. Strickler, Manchester	"	8
W. S. Schroll,	"	10
A. Swartz & Son, Dover		20
Z. B. Toomey,	"	12
W. R. Daugherty & Bro., Dallastown		15
E S. Sechrist,	"	75
G. W. Conway,	"	8
N. Y. Cigar Co.,	"	100
J. C. Heckert & Co.,	"	35
Merchants Box Co.,	"	40
P. G. Shaw,	"	20
W. H. Raab & Sons	"	50
John Peeler,	"	20
C. A. Spatz,	"	15
Jacob F. Spatz & Son	"	15
George Wagman,	"	10
Miller Bros (boxes) Red Lion		35
J. E. Detwiler (boxes)	"	20
Celestino Cestello & Co,	"	40
Royal Box Co.,	"	25
(All Red Lion factories were working half time)		
F. M. Meads, Windsor		12
K. H. Jacobs	"	8
W. H. Grim	"	18
W. H. Miller	"	10
H. F. Martin,	"	15
G. W. Gable	"	80
W. C. Smith	"	35
Shearer & Co.,	"	15
C. C. Gable	"	15
D. A. Frey	"	25
Kohler & Tschup (boxes) Windsor		30

—The Meriwether branch of the American Tobacco Co., at Clarksville, is to be removed to Nashville, Tenn. About 150 hands have been employed at Clarksville and they will be taken to Nashville

—The Leveen Cigar and Tobacco Co., of Anderson, Ind., has incorporated with a capital stock of $20,000. The directors are Saml. Leveen, Henry Kohn and Joseph Leeven.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA

NEW YORK
CHICAGO
ST. LOUIS

STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nes. 84—86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
Lead Seals and Stencils
QUAKER CITY
STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common **Cigars**

Established 1890
Capacity, 20,000 per Day

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.

(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section
Fine Handling Superb Quality

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HERMAN DELLE

York, Penna.
Maker of
Delman 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.

Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: *The* **Bear.** *The* **Cub. Essie.** and **Matthew Carey**

W. R. DAUGHERTY & BRO.

Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

GEO. W. PARR

Manufacturer of
Fine Cigars
Littlestown, Pa.

MAKER OF
Fernside and Lord Wharton
Five Cent Goods
Sold to the Jobbing Trade only.
Correspondence invited

C. E. MATTINGLY & CO.

Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

R. E. JACOBY

Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Established 1870 Factory No. 76

S. R. KOCHER

Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

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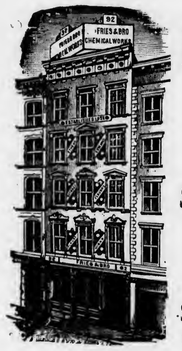
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE } 5c. MILD AND PLEASANT } 2 for 5c.
THE CYCLONE } BROWN BUCK (Banded) }
ALLEN GOODRICH, 3c.
Samples to Responsible Houses



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92 Reade St., NEW YORK
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the . . .
WORLD-RENOWNED
SPANISH BETUNS
Only Non-Evaporating
Cigar and Tobacco Flavors
SWEETENERS, ETC.
Sample Free The Most Popular Flavor since 1855 Please Write for Them
Guaranteed to be the Strongest, Cheapest, and Best

The American Tobacco Co.
Boot Jack Plug
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Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

CHANGE AT COLORADO SPRINGS

$5,000 For a Corner Store and Business.

Colorado Springs, March 25.

S P. Madeira has sold his cigar and tobacco business at the corner of Tejon and Kiowa streets, to R. E. Dale and D. E. Dibb, both of this city. The consideration is understood to have been in the neighborhood of $5,000. Dale & Dibb will be the name of the new firm. The Madeira store is one of the finest of its kind in the city.

Mr. Madeira will remain here and devote his time to his various other interests, chief among which is his ranch in Fountain Valley.

Mr. Dibb has been connected for the last two years with the Wells-Fargo Express Company. Mr. Dale owns a grocery store on the corner of Huerfano street and Wahsatch avenue. The firm will make many improvements in the store and personally conduct it.

About Tobacco Plant Beds.

We are now one week nearer the time when work will be required upon the seed beds. If the weather continues warm the beds will be ready to plow or dig over, where plowing was done last fall. It used to be the fad to plow and rake up the seed beds on Fast day, if the frost was out of the ground, and when we saw that the preparation for sowing the seed was going on at any place all the boys in the neigbhorhood would gather to help tread, and we would have the bed made into sections, one for each boy. Then the treading began, stepping our feet near together, so as to make the bed as even as possible. When the whole bed had been trodden hard and solid the owner would take a common farm hay rake, turned teeth up, and smooth off the ground, and sow the seed, afterward planking it down to cover the seed. We expected to get plants to grow upon this hard surface. They did grow when the roots were strong enough to push their way through the soild earth, and we would usually get the plants ready to be transplanted by the middle of June. Sometimes the ground would be so hard we would loosen it with a pitchfork or a dung fork. I would not advise any one to tread their beds in the least, or even board them down to cover the seed.

But I would have them start early at the work, and after making the soil as light and loose as possible, try to keep it so, and when the seed is sown use as little water as is consistent with the condition of the soil at time of sowing. When sown, cover with the glass frames immediately, or if cloth is to be used use it as soon as the seed has been sown. Water is of little account at the time of sowing unless the ground is dry, which is of rare occurrence usually. Don't use too much fertilizer at the time of sowing, but use the best grades. Apply some after the beds have been weeded. See that the fertilizer is well worked into the soil, so as to give each plant an equal chance to be fed. In saying do not use much fertilizer at sowing time, I do not wish it to be understood that I would have you stint the plants. Use a liberal quantity. If your bed was treated to a coat of manure last summer, and the ground should be dry at the time of sowing, the manure you plowed in will be of little avail to the growing plants. Manure without water amounts to about as much as so many gravel stones The little feed roots of plants take their nourishment only in the liquid form. But it would be a failure to be watered as some do this work, especially where the water has to be brought in pails, or even in barrels. What is a barrel of water to a tobacco bed that is 100 feet long and 9 feet wide, in a dry, hot time? You would hardly know that you had applied any. It is in the case of dry weather that I would have you apply a liberal dressing of some kind of commercial fertilizer upon the top of the ground at time of sowing. It is easily dissolved, and the water passing down into the soil may carry just one tiny drop to be absorbed by the little rootlets, and the result will soon be seen.—American Cultivator

The Leaf Market in Wisconsin.

The buying is reviving somewhat in many localities and altogether a good deal of riding is being done. While the buying is very largely confined to the cheaper grades, all classes of leaf are moving in quantities that are slowly but surely absorbing the crop. Some of the best posted operators claim that fully one-half the crop is already lifted, and if this be true the balance will be slipping away before those who are waiting to buy their supply in the "good old summer time" are aware of it. Now that spring work is coming on growers are seemingly willing to accept prices that will permit the goods to be sold for export or scrap purposes, so the opportunity looks ripe for a more rapid finish of the buying movement. There is, however, more tobacco being assorted and packed by growers than for some years past.

Deliveries have been coming to the receiving points very plentiful during the week, growers being particularly anxious to dispose of their holdings before April 1st. Warehouse handling is in full swing at most packing points.

A few lots of cured leaf have found a market recently at fair prices, but the local trade reflects the dullness that prevades the general market.

Shipments 700 cases.—Reporter.

—The North-Rowe Leaf Tobacco Co., of Quincy, Fla., is one of the latest tobacco companies incorporated in the Peninsular State. The capital stock is $15,000. The officers are: O. A. Rowe, President; C. H. North, Secretary and Treasurer.

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade
Seed and Havana
Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

American Protectorate
A Choice 5c. Cigar
Handsomely Packed and put up in Several Popular Shapes and Sizes
Manufactured by
Himmelberger & Noll.

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LITHOGRAPHERS AND PRINTERS
312-316 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
NEW YORK
CIGAR LABELS AND BANDS

The Gilt Edge
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CIGAR BOXES
SHIPPING CASES
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RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

It Will Remove Rankness from Tobacco
Take Away Mustiness and Give Cigars Havana Flavor.
CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
Chaskel Chemical Works
265 West Broadway, New York

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY
LA CUBANA CIGAR FACTORY No 463
ESTABLISHED 1871.
DALLASTOWN, PA.

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PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc. MANUFACTURERS
814-832 N. LAWRENCE ST., PHILADELPHIA
SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
CIGAR RIBBONS

The Ideal Cigar Made in an Ideal Way

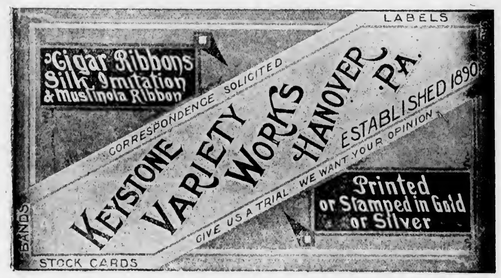
Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

CIGAR BOXES

A. KAUFFMAN & BRO.
YORK, PA.

CIGAR BOX LUMBER

Wm. STEINER, SONS & COMPANY
Lithographers
257 to 265 West 17th Street, NEW YORK
SPECIALTIES
CIGAR LABELS ADVERTISING NOVELTIES
IMPORTED AND DOMESTIC BANDS



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MAKER OF
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Telephone
SOUDERTON, PA.
Private Designs a Specialty
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ADEN BUSER Manufacturer of
Dealer in LUMBER LABELS EDGING ETC.
Cigar Boxes and Cases
R. F. D. No. 3
YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Established 1877 New Factory 1904
H. W. HEFFENER
Howard and Boundary Aves.
YORK, PA.
Steam Cigar Box Manufacturer
DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS, EDGINGS, BANDS, ETC.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
Labels, Ribbons, Edgings
716—728 N. Christian St. LANCASTER, PA.

Minnich Baling Press
PATENTED MARCH 9, 1897

For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed
Presses
FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

Minnich Machine Works
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Cuban Licorice Casing Wine
Is no longer an experiment, and your trade will be affected unless you fall in line and use this HELP TO MODERN CIGAR MAKING.
Acme Extract and Chemical Works
E. G. ECKERT, Proprietor. Hanover, Pa.

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CIGAR LABELS
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LITHOGRAPHING SPECIAL DESIGNS

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Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands.

"BRILLIANT STAR" Clear Havana . 10c.
"S. B." Seed and Havana . . . . . 5c.
"KATHLEEN O'NEIL" . . . . 5c.
"VUELTA SPRIGS" The Mellow Cigar . 5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself. Why This Factory Never Shuts Down . .

STAUFFER BROS. MFG. CO.
NEW HOLLAND PA.

For Sale by All Dealers

VIRGINIA

PERIQUE

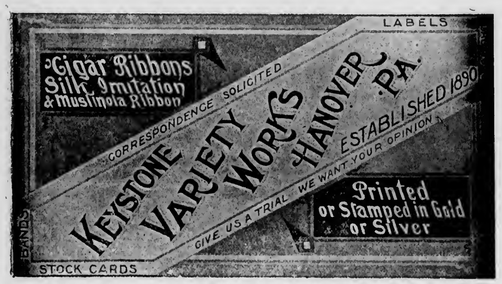
MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

CIGAR BOXES

A. KAUFFMAN & BRO.
YORK, PA.

CIGAR BOX LUMBER

Wm. STEINER, SONS & COMPANY
Lithographers
257 to 265 West 17th Street, NEW YORK
SPECIALTIES
CIGAR LABELS ADVERTISING NOVELTIES
IMPORTED AND DOMESTIC BANDS



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MAKER OF
CIGAR BOXES
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ADEN BUSER Manufacturer of
Dealer in
LUMBER
LABELS
EDGING
ETC.
Cigar Boxes and Cases
R. F. D. No. 3
YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Established 1877 New Factory 1904
H. W. HEFFENER
Howard and Boundary Aves.
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Steam Cigar Box Manufacturer
DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS,
EDGINGS, BANDS, ETC.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE
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Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
Labels, Ribbons, Edgings
716—728 N. Christian St. LANCASTER, PA.

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For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed
Presses
FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

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Regular Weekly Sales Every Thursday
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Special Sales of Leaf Tobacco
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Is no longer an experiment, and your trade will be affected unless you fall in line and use this
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Acme Extract and Chemical Works
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H. J. Fleischhauer
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Lancaster, Pa.
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Manufacturer of

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115 Arch Street, Philadelphia

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John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan
FLOR de D&T
DOHAN & TAITT
Importers of Havana and Sumatra
Packers of Leaf Tobacco — VUELTA ARRIBA — 107 Arch St. PHILADA.

K. STRAUS — A. LOEB
K. STRAUS & CO.
IMPORTERS OF
PACKERS OF LEAF TOBACCO — HAVANA
301 & 303 North 3rd St.
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Established 1825
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322 and 324 North Third Street, Philadelphia

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Julius Hirschberg & Bro.
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H. VELENCHIK — S. VELENCHIK
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

H. Dolinsky & Son
Importers & Packers of
HAVANA AND SUMATRA SEED LEAF TOBACCO
147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH
IMPORTER OF HAVANA AND SUMATRA
DEALER IN LEAF TOBACCO
REGISTERED 1642-44 N. ELEVENTH. ST. PHILADELPHIA

The Empire Leaf Tobacco Co.,
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St., Phila.

J. S. BATROFF
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA
THE TOBACCO WORLD

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The above Precinta, or Warranty Stamp, is only used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these Stamps were made in Cuba by such Independent Manufacturers belonging to the Union.

BE IT KNOWN: That said Guarantee Label only the manufacturers belonging to the Manufacturers' Union have the right to use and to attach on all cigar boxes and other packages of their goods.

COLORS OF THE PRECINTA: Black with pale blue ground; fac simile of the seal of the Presidency of the Republic: dark blue.

Hearing on the Anti-Coupon Bill.

(Concluded from page 3)

a cheap premium. In isolated cases the competition of similar articles has induced a few manufacturers to employ coupon schemes, but a law that would abolish all such devices and put all manufacturers on an equal footing would, I think, be welcomed almost unanimously throughout the tobacco industry.

The cigar trade throughout the United States was several years ago subjected to the demoralizing influence of a series of so-called estimating or guessing contests. One of these, conducted by the Florodora Tag Company, exerted so pernicious an influence upon the cigar trade that the National Cigar Leaf Tobacco Association deemed it advisable to test the legality of these schemes under the anti-lottery laws of the State of New York. After a stubborn contest the New York State Court of Appeals unanimously decided that these contests were lotteries. Immediately after the announcement of this decision the association took the matter up with the Post Office Department at Washington in the hope that the Postmaster General would see his way clear to establish a comprehensive rule covering all such contests. The Attorney General, Mr. Moody, now a Justice of the United States Supreme Court, in an opinion held that the so-called estimates depended largely upon chance and were therefore conducted in violation of the federal anti-lottery law. The opinion thus rendered was promptly adopted by the Post Office Department and has since exerted a most salutary influence, not only throughout the tobacco trade but in many other lines where the demoralizing influence of these schemes had been severely felt.

We believe Congress can perform no more important work in the interest of good commercial ethics than the abolition of redeemable coupons sold with statutory packages containing tobacco products. The interests of manufacturer, dealer and consumer alike will be subserved by the passage of the pending bill.

Jos. F. Cullman, Jr.,
President National Cigar Leaf Tobacco Asso.

H. M. Russell, of Wheeling, W. Va., on behalf of Bloch Bros. Tobacco Co., presented an argument in opposition to the bill. This firm is the only instance of desertion from the ranks of the Independent Tobacco Manufacturers' Association.

—The LaCrosse, Wis., branch of Fay Lewis & Bros. Co., was damaged by fire some days ago. The fire, which is believed to have been caused by an explosion on defect of the gasoline plant used in lighting the store, was extinguished before very great damage was done. It was confined to a small rear room, known as "The Den." The store was closed for a short time, in order to ascertain the exact amount of damage done.

GENUINE CONNECTICUT BROAD LEAF TOBACCO SEED
Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal orders to
WM. L. HUNTTING, E. Hartford, Ct.

WILLIAM L. HUNTTING
Packer, Dealer & Grower of
Leaf Tobacco
Have on hand choice Broad Leaf wrappers and binders, cheap for cash.
Choice tobacco seed a specialty.
Office, 812 Main St., E. Hartford, Ct.

Northern Wisconsin Leaf Tobacco Co.
PACKERS OF AND DEALERS IN
Northern Grown Wisconsin Tobacco Exclusively
LA CROSSE, WIS.

STEPHEN F. KETRAN
Interior Wood.. Work..
Makes a Specialty of Fitting Up Cigar Stores
Bank, Church, Office, Store Fixtures and Special Cabinet Work
1615 to 1623 McKean St., Philadelphia

Lynnhaven

REGISTER YOUR TRADE MARKS IN THE REGISTRY DEPARTMENT OF THE TOBACCO WORLD . . .

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.

Long Distance Telephone, Market 3025.

SAMUEL HARTMAN & CO.

DEALERS AND PACKERS OF

Domestic Leaf Tobacco of All Kinds

CONNECTICUT A SPECIALTY

Office and Salesroom:

313 and 315 West Grant Street

Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

L. J. SMITH & CO.

Wholesale

Cigar Manufacturers

and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

Norristown Tobacco Works

Keyno

HAVANA SHORTS

2 oz. 5c.

NORRISTOWN, PA.

Manufacturers of

Havana Shorts

Private Brands for Jobbers a Specialty Samples submitted on application

Established 1895 Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of **HAVANA**, 123 North Third Street PHILADELPHIA

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

Fewer Buyers in the Market for Havana Leaf.

Transactions Will Now Probably be Limited to a Few Year-Round Buyers and the Clear Havana Manufacturers. Holders Would Sell at Present Reduced Prices, but are Unwilling to Recede Further.

Special Correspondence of The Tobacco World.)

Havana, Cuba, March 30, 1908.

Very few buyers arrived during the past week, and as we are now almost in April we can hardly look for any large number of Northern buyers to come here, excepting the few who generally visit us all the year round, and the clear Havana cigar manufacturers who do their principal buying during the summer months, when the new crop is to their liking. On the other hand, some of our American dealers and packers here, who ought to be well posted as far as the coming growth is concerned, have made some fair sized purchases already of old heavy Vueltas and Remedios and are still active in the market. This surely is an indication that the 1908 crop may be deficient in good heavy styles.

Last week we had some light showers in Havana (for two days) which did not last more than half an hour at a time, and the same conditions prevailed in the country in some places, but the rains were not general, and since that time the drought and hot weather has continued, so there really has been no benefit to the growing plants, nor will the atmosphere permit the dry tobacco to be thrown into piles after it has been bundled.

Undoubtedly the majority of our dealers would prefer to let go of their holdings, but on the other hand they are not so discouraged, as some people imagine, to sacrifice more of their capital than they have done already, and rather than slaughter their goods they prefer to hold on and run their chances. With improved conditions in the United States the demand is bound to come, and all good tobacco will be needed before long at the established lower range of prices, which ought to be maintained in future.

Sales

during the past week totaled 3,265 bales, consisting of Vuelta Abajo and Semi Vuelta 2,245 bales, Partido 178, and Remedios 842 bales. For the American market 2,140 bales were taken, by exporters for Europe 350, and by the local cigar and cigarette manufacturers 775 bales.

Buyers Come and Go.

Arrivals:—F. Fonseca, of F. Fonseca & Co., New York and Havana; Charles B. Cameron, of The Waldorf-Astoria Co., New York; Vicente Guerra, of V. Guerra, Diaz & Co., Tampa.

Departures:—Sidney Goldberg, Sol Salomon and E. J. Weil, New York; D. E. Klein and Jose Lovera, for Tampa.

Havana Cigar Manufacturers

are still busy filling old orders, as well as the fresh ones which are coming to hand, although it seems a pity that, owing to the unfounded reports of a coming excellent crop, some importers perhaps have prepared to hold back further calls. Usually this is the off season for all manufacturers, and under ordinary circumstances there never is a very brisk business, but as, owing to the strike, the old stocks ought to have been nearly exhausted, a better state of affairs should exist.

H. Upmann & Co. shipped 750,000 cigars of their own and other independent manufacturers' brands, and cannot complain of not receiving quite a number of orders from various points.

Sol is working with the required number of hands and, as it has orders enough on hand for some time, "hustle" is the word of Behrens & Co.

Eden, of Calixto Lopez & Co., is another factory where harmony and steady work are shining examples of what able management can do in running a large factory in first class style.

Buying, Selling and Other Notes of Interest.

Sobrinos de A. Gonzalez sold 450 bales of all kinds of leaf—Vuelta Abajo,

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

Rz BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista Neptuno 170--174 Special Partner—Gumersindo Garcia Cuervo

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

SOL HABANA

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: Vuelta Abajo and Partido

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" Correspondence Solicited in English

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM *Habana*

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

Partido and Remedios—to their numerous clientele during the past week.

Vicente Guerra, of V. Guerra, Diaz & Co.) arrived here sick on the 26th inst, and went to the Quinta "La Covadonga," where his numerous friends here hope that he will promptly regain his usual health. Don Vicente is the Spanish Consul at Tampa and one of the old-timers in the cigar manufacturing line.

A. M. Calazada & Co. were sellers of 1,000 bales 1st capaduras during the last fortnight to a prominent jobber of the West. He pronounced this lot of tobacco one of the best he had seen this season, and it certainly looked and tasted good. This house has been very successful in its trading this year, and as they claim that they bought at the right time they can afford to name a moderate price to their customers. Don Antonio N. Calzada leaves this week for Vuelta Abajo to superintend their important packings there.

Matt Wengler made some further purchases this week of very choice Vuelta Abajo vegas.

B. Diaz & Co. disposed of some 300 bales of Vuelta Abajo during the past week to Northern and local manufacturers.

Sidney Goldberg has invested in some choice vegas, and leaves tomorrow, by the steamer Saratoga, in his usual good humor.

Gonzales & Miguel sold out 113 bales of Remedios and Partido.

Viuda de Jose Gener bought 200 bales of Vuelta Abajo colas.

Sylvester & Stern sold 420 bales of choice lowland tobacco from the Vuelta Abajo to E. M. Schwartz & Co. and Jose Lovera. They say that the medio tiempo tobacco is pretty good in some sections, but the tardio growth will not amount to much, owing to the lack of rain.

RECEIPTS FROM THE COUNTRY.

	Week ending March 28 Bales	Since Jan. 1 Bales
Vuelta Abajo	663	14,150
Semi Vuelta	201	1,432
Partido	25	540
Matanzas	29	306
Remedios & S.Clara	723	16,310
Mayari	261	1,522
Total	1,902	34,260

Charles Soby Retires from Trade

Hartford, Conn., April 6.

While Charles Soby, who for twenty-six years has conducted a retail cigar store at 867 Main street, has retired from the retail business, much to the regret of hundreds of patrons, and particularly members of the sporting fraternity in this city and all over the country, the business is to be continued, James Woods and Herbert S. Weeks, under the firm name of Weeks & Woods, took charge last week.

Soby's cigar store has for years been a favorite resort for those interested in all sorts of athletics. Scoreboards have been maintained there and sporting men from all parts of the country, when in Hartford, have made it a point to call and see Mr. Soby. They will continue to see a familiar face at the store, for Mr. Woods has been associated with Mr. Soby for twenty-three years. Herbert S. Weeks, Mr. Woods' partner, has been engaged in the cigar business with his father, George Weeks, at 1015 Main street.

EDEN CIGAR FACTORY

of BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market
Correspondence solicited in English

Monte 156, P. O. Box 595 HABANA, CUBA Cable: "Calda"

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

HEADQUARTERS FOR

Wisconsin Tobacco

L. B. CARLE & SON

Packers and Dealers JANESVILLE, WIS.

To Protect the Consumers against the Host of Imitators of this Old Time Famous Popular Brand of Cigars

Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark

Juan F. Portuondo CIGARS

Registered in U. S. Patent Office

Established 1869

MANUFACTURED ONLY BY

The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia

ERNEST ELLINGER & CO. Office, Nos. 87-89 Pine Street New York

Importers of HAVANA TOBACCO

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers and Packers of *Leaf Tobacco*
Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, April 7.

New York Leaf Market.

New York is still among the dull leaf tobacco markets of the country. However, its trade is by no means confined to the Metropolitan districts of New York City, but by salesmen and other means the operations of our houses are extended throughout the whole country and in some instances to foreign countries. Thus they are enabled to participate in the slightly improved trade conditions which are reported from points away from home, although there is and has not been any very heavy buying of any kind of domestic leaf anywhere for months past. It has been a matter of some speculation as to how long manufacturers could stave off replenishing their stocks of raw material, and all guesses seem to have gone far from the mark. Of course, had the activity of the earlier portion of 1907 continued there would have been little doubt as to the needs of manufacturers and a buying movement must have set in long ago. It appears from all accounts that many of the larger manufacturing establishments still hold some stock, much of which was purchased at a comparatively high figure. When they are now offered goods of a satisfactory quality and at prices admittedly lower than their stocks at present in hand cost them, it has anything but a cheering effect, and they flatly refuse to buy any goods at all until their higher priced stock has been worked up.

There is more activity on the part of packers in buying now than there was for some time. This fact is noticeable in all cigar leaf producing States, with the possible exception of Ohio. Advices just received from Connecticut indicate lively times in the broadleaf tobacco section, with a largely increased number of buyers driving.

• • •

The Sumatra Market.

As reported last week, interest was thoroughly aroused by the purchase by a manufacturing establishment of 1,000 bales in this market, and it has proven a true stimulus, as such a rapid depletion of the market here was sure of having its effect. The third of this year's inscriptions of Sumatra was held at Amsterdam on Friday last, with larger offerings of tobacco suitable for the American market. The purchases by American houses were also correspondingly larger, and a total of about 2,100 bales were secured, a considerable portion of which was bought by large cigar manufacturers.

• • •

The Cigar Industry.

The cigar trade here has not revived as was so confidently hoped for. In fact March, as shown by reports of the internal revenue office, was no improvement over February, and as compared with the corresponding month of the previous year, there was a falling off of over 34,000,000 cigars, although some gain was shown in the manufacture of little cigars, and with a total falling off of 100,000,000 during the first quarter of 1908, New York manufacturers are surely feeling the effect of the panic, more perhaps than any other section of the country. Yet they have not lost courage altogether, and are gradually but surely increasing their working forces, which are still below the average normal complement.

• • •

New Quarters for Rothschilds.

The large importing and packing firm of Rothschild & Bro. has removed from its old premises at 141 Water street, where they have been for a number of years, to new quarters at 138 Front street, a building that possesses excellent facilities for their needs and which gives them much finer office arrangements than were possible in the old building.

• • •

Rosenwald's Notable Purchase.

Benno Neuberger, of E. Rosenwald & Bro., has purchased for his firm a parcel of 600 bales of Deli Ba Mi which is regarded as the prize capture of this season, and the house is being roundly congratulated.

• • •

United Quits St. James Building.

It is announced that the United Cigar Stores Co. contemplates relinquishing the stand in the St. James Building, Twenty-sixth street and Broadway, at the expiration of their present lease, which will occur on August 1st next. It is also stated that the store has not been a winning proposition at the high rental which it has been commanding, namely $25,000 per year. It is announced that the Havana Tobacco Co., the original occupants, met with a loss of $100,000 in the premises, and it is believed that the loss of the United Cigar Stores Co. will not be far short of that amount.

• • •

Cigar Dealer in Bankruptcy.

Schedules in bankruptcy of David Reshofsky, cigar dealer, 1167 Madison avenue, show liabilities of $5,631 and nominal assets of $2,260 in accounts. Of the liabilities $4,472 is for endorsing accommodation paper for Henry Grintzzinghoffer, of Newark.

Sylvester Home from Cuba.

Allie Sylvester, of the great Havana packing and importing house of Sylvester & Stern, returned recently from a visit to the island, where he spent nearly three weeks in the growing sections of Partido and Vuelta Abajo, and his reports of the conditions there are not very encouraging. Cuba, Mr. Sylvester says, has experienced the worst drought in many years, and since planting time the only good rain there has been was in January last, with the consequent result that the island is now almost parched. Streams which were never before known to fail are now almost dried up, as are also many wells, and in some places people have no drinking water.

In view of these facts, prices for good tobacco in warehouses are held very firm and likely to go up rather than down, but there is no great abundance of it, and much of it will be of a trashy nature and can be used only for export or cigarette manufacturing purposes.

• • •

Trade Notes.

Plans have been filed for remodelling and making over the four story warehouse at 157 East Forty-eighth street into a cigar manufactory for Charles & Co.

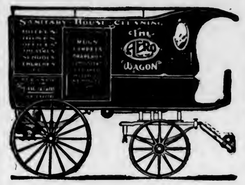
The Marus Cigar Co., of New York, has been organized with a capital of $2,500. The directors are George W. Tucker, Jr., and Laurence L. Cowen, 120 Broadway, and Arthur Howell, 202 West 140th street.

The Cubeens Cigar Co., of New York, capital $125,000, has filed its charter at Albany. The directors are Robert Oppenheim, 82 West 187th street; George H. King, 508 West 151st street, and James B. Price, 761 Trinity avenue, all of New York.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
NEW YORK
ESTABLISHED 1840 CABLE: "NARGIL"

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn
CONNECTICUT HAVANA SEED



A Good • • • Money • • • Maker

This portable Vacuum House-cleaning machine will earn from $25 to $50 per day—expenses about $6.00. Latest and best method for cleaning carpets, rugs, upholstery, draperies, etc., without removal from the house. Sucks out the dust into tanks in the wagon. In big demand the year round for homes, churches, theatres, halls, stores, etc. A clean, legitimate, independent business, at good prices, netting from $3000 to $5000 per year to hustling men with about $3000 capital. Some customers are operating as many as four outfits. Exclusive territory with practically no competition or risk.

We help you get the business. Descriptive literature to responsible parties with necessary capital.

Wagon Agents Wanted
If you don't care to buy, perhaps you can sell for us. Big commission to live agents who can find customers for our wagon outfits. Particulars to those who mean business and can furnish references.

We also install stationary Vacuum Cleaning Plants in Residences and Public Buildings of all kinds.

American Air Cleaning Co.
MILWAUKEE, WIS.

STOP AT THE
NEW PRINCESS HOTEL
WHEN AT
ATLANTIC CITY

South Carolina Ave., 200 feet from Beach

The Princess Hotel is newly furnished throughout with rare taste, and possesses all modern requisites for convenience and comfort of the guests. Golf privileges and privilege of the Atlantic City Yacht Club extended to the guests.

American and European Plan

A BOOKLET will be gladly furnished upon application

Rates: Running from $12.50 to $30 per week, according to location of the rooms.

For further information address
CROWELL & COLLIER
THE PRINCESS HOTEL
Atlantic City, N. J.

L. J. SMITH & CO.
Red Lion, Pa.

WHOLESALE CIGAR MANUFACTURERS
and
Dealers in Leaf Tobacco

Correspondence With Responsible Houses Invited
Private Brands Made to Order

We have a line of Superior Nickel Goods put up attractively; some with specially designed Bands, etc.

We have increased facilities for supplying live distributors with fast selling products.

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

CUTTING SALES REBATES.

Grocers and tobacco jobbing firms are elated over the action of the American Tobacco Co., which has sent out notices that after May 1st it will discontinue special premium offers to jobbers' salesmen.

The practice had been the subject of bitter attacks on the part of the wholesalers and jobbers, who declared it was merely a form of subsidy for their agents and had a demoralizing effect in handicapping the sale of the products of competing firms. Its abandonment is the result of a co-operation movement urged by the Tobacco Committee of the National Wholesale Grocers' Association.

WAS THERE A SURRENDER?

Although the State of Kentucky and the Tobacco Trust have been reported as surrendering to the night riders and the tobacco pools, some later news raises a question whether the capitulation has been complete. One man has been sent to jail for three months for writing a threatening letter. A prominent physician has been indicted for night riding, and he has surrendered himself, relying perhaps on the discretion of the trial jury. The tobacco war began and has been most savage in the "black patch," or the group of counties where the dark tobacco, bought not by the trust but for European Governments, is raised. The report of the agreement of the trust with the night riders came from the White Burley region, but in two of the largest counties in that group many farmers are reported to be defying the night riders and proposing to raise more tobacco than ever. Most of the night riders are said to be known, and if witnesses will testify and jurors will convict the reign of terror can be broken up. A surrender to the night riders would be very dangerous. Many of them are likey to degenerate presently into mere highwaymen.

SLOW SMOKING SAFEST.

A recent letter from Vienna revives the old question of how to smoke with safety to the smoker, emphasizing the general idea that it is safer and better to enjoy our pleasures with moderation, just as it adds to our comfort and well-being to bear with patience whatever of disappointment we may meet by the way. For our part, and we have had some experience as a "fumeur," we think the smoker whose only object is to consume the greatest amount of tobacco in a given time had better join the Kentucky night riders. The letter referred to says:

Dr. Liebermann and Dr. Davidovics tested pieces of cotton which had been placed in mouthpieces of pipes and cigar holders and found them covered with yellowish brown flecks. These were found to be of a tarry nature, produced during the process of combustion, and highly poisonous.

It was found, also, that two cigars of the same brand and strength often produced differing dergees of discoloration of the cotton. Further investigation showed that these differences were due to the length of time occupied in smoking. The same weight of tobacco smoked in five minutes produced nearly three times as many yellowish brown spots as if it were smoked in 15 minutes. The professors therefore concluded that a rapid smoker inhales a much larger quantity of poisonous substance, to the consequent injury of his health, than does his more phlegmatic colleague.

THE TOBACCO WORLD
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PHILADELPHIA, APRIL 8, 1908.

THE LOCAL TOBACCO NEWS

The leaf trade is on a slow mend. The volume of business for March shows some increase over the previous month in most instances, but it is still far from what is expected at this time of the year. There has been no heavy trading in the local market during the past week, and the business done was confined largely to out of town points.

Owing to the generally quiet business the leaf men will have ample time to attend the Convention of Leaf Men which will be held in this city in May. President Rosenberg, of the Philadelphia Leaf Tobacco Board of Trade, has made his appointment of delegates to the Convention, and named the following gentlemen: Karl Straus, of K. Straus & Co.; Leopold Loeb, of Leopold Loeb & Co.; H. W. Bremer, of Lewis Bremer's Sons, and Julius Vetterlein, of J. Vetterlein & Co. The alternates named are as follows: S. Grabosky, of the Empire Leaf Tobacco Co.; J. S. Batroff, broker; W. H. Dohan, of Dohan & Taitt, and E. A. Calves, of E. A. Calves & Co.

The cigar manufacturing trade in this city is looking fairly prosperous, and orders have lately been coming in at an increasing rate. A majority of the factories are working on full time and with their usual forces. The March output shows a healthy increase over the previous month, and compares more favorably with the corresponding month of the previous year than did any month this year so far.

In the death of Dr. Lee Lowengrund, which occurred last week at his home, 1827 North Eighteenth street, the trade has lost another of its best known members in the retail business.

Dr. Lowengrund has been long connected with his brother I. Lowengrund who operates a chain of stores in the business sections of the city, and was extremely popular in the trade. He was fifty-five years of age, and was a graduate of the Jefferson Medical College of this city, but he preferred an active mercantile pursuit and did not follow his profession. His death came very suddenly, and he is survived by three children and a widow, who before her marriage was Miss Helen Vendig, a sister of Chas. H. Vendig of the Hotel Vendig, at Twelfth and Market streets, this city.

Charitable institutions were benificently remembered in the will of the late Arthur Hagen, who died on March 22, at the Hotel Edouard. The testament admitted to probate by Register of Wills Irwin last week disposes of a personal estate of $500,000 and realty appraised at $3,000. Two sons of the decedent, Christian A. Hagen and Arthur Hagen, Jr., are named as executors of the terms of the document, which bears date of September 15, 1905.

The principal of Mr. Hagen's fortune, while passing to the surviving sons of the testator, is, in part, divided among several local charitable institutions under the conduct of the Roman Catholic Church, of which faith Mr. Hagen was a member. The Methodist and Jewish Hospitals are also remembered, as is the Home for Aged and Infirm Colored Persons, to whom Mr. Hagen leaves a substantial bequest in memory of an old slave.

The Commercial Cigar Co., which had been conducted by John H. Humber at 1630 Columbia avenue, has sold out its entire stock and fixtures to the American Cigar Brokers at 12th and Columbia avenue, and Mr. Humber has again taken up his former position as manager of the sales department.

B. Liberman, of the Liberman Mfg. Co., is expected back from Europe this week. Mr. Liberman has attended several of the Sumatra inscriptions at Amsterdam, and, although it is not definitely known, it is believed that he has made quite a number of purchases of tobacco.

W. W. Kohlberg, formerly a member of the leaf firm of Kohlberg Bros. & Ruthenberg, of New York, but now a traveling representative for J. Lichtenstein & Co. and the Lichtenstein Florida Tobacco Co., spent several days with the trade in this city last week. From here Mr. Kohlberg will visit Baltimore, Washington and Southern and Western points.

E. A. Calves & Co. have been quite active in the Havana market since the return of Frank Dominguez of that firm. M H. Myers has returned to his old territory in New York State, where he has built up a desirable patronage, and Charles Martinez is hustling actively through Pennsylvania.

M. C. Miller, of M. C. Miller, Inc., of Hartford, Conn., spent a day in this city last week, en route to Lancaster and York, Pa.

A. Sola, of Sola e Hijos, importers of Porto Rico leaf tobacco, was a visitor in the Philadelphia market during the past week.

Henry Weiss, of the American West Indies Trading Co., was a recent visitor in this city.

BANDING CIGARS BY MACHINE.

An Invention That Does the Work of Twenty Hands. Occupies the Space of a Typewriter.

The banding of cigars has become a fixed charge in most factories. By identifying the brand, the label has become a protection to all honest manufacturers and dealers, and many smokers refuse to buy a cigar unless it carries a mark of distinction which assures him that he is getting the article he pays for.

The custom of banding cigars has been a great disadvantage to the cigar manufacturer; it has materially increased his cost of doing business, because the work has always been done by hand, and hand work is slow, irregular, and demands an inordinate amount of floor space.

For a long time cigar manufacturers have waited for a mechanical device that would handle this work satisfactorily. A mechanical device was plainly "a long felt want," but the difficulties of the situation seemed insuperable.

MR. THOMAS E. FEARON

for many years a practical cigar manufacturer, has patented a machine which cuts the cost, time and labor of banding cigars down to the very least expense. He conceived the original idea some eight years ago, and with the proverbial patience of inventors, has kept steadily at work bringing it to perfection.

His financial success has been greatly aided by the assistance of his brother, Mr. James J. Fearon, who is known throughout the country both as an eminent inventor and as an authority on mechanics often called into court as an expert witness.

THE FEARON CIGAR BANDING MACHINE

occupies the space of an ordinary typewriter, and weighs only twelve pounds. Thus it can be carried about easily and will not crowd a cigar packer's table.

Absolutely no skill is required for its operation, and it bands from 50 cigars a minute up to the limit of the speed obtainable by the power used, which may be electric, steam, hand or foot power.

ABOUT THE QUALITY OF WORK.

A truly wonderful feature of the Fearon Machine is the delicacy with which it handles the cigars, and is claimed to never injure the wrapper in the slightest degree. Likewise it places the band in any position desired.

Being constructed with the mechanical precision of clock-work, the lapping of the band ends is always uniform and straight. Furthermore it makes impossible any sticking of the band to the wrapper. This single feature is sufficient reason for any manufacturer giving most careful consideration to the machine.

This machine fits into any factory routine of handling goods that are in process of manufacture. No drying is needed, and cigars are ready for packing immediately on leaving the machine.

In these days of high rents, it is necessary to keep a manufacturing plant as compact as possible. This suggests some interesting figures. The Fearon Machine with its operator occupies the space of only one worker but accomplishes as much as fifteen to twenty-five workers. Allowing four square feet to each person, this brings about a saving of, say, eighty to one hundred square feet. Such an increase of available space in a busy factory is a matter that requires no emphasis.

Still greater is the economy in the labor item, for with this machine any operator can band an enormous number of cigars in a day's time.

FROM THE POINT OF VIEW OF HEALTH AND CLEANLINESS,

the Fearon Machine presents great advantages, as the cigars do not remain so long in the hands of the operatives, and the most objectionable method of mouth moistening the gummed ends of the bands is done away with entirely.

The Fearon Machine is leased to manufacturers on a plan that makes them an economy from the day they are installed.

From every standpoint this machine has been severely and thoroughly tested and it is believed that in every particular it is a practical and economical method of banding cigars.

Our readers may obtain full information and particulars by addressing the Fearon Cigar Banding Machine Company, 405-406 Betz Building, Phila.

Cincinnati Tobacco Dispute.

Cincinnati, O., April 4.

Elias Bach & Sons, importers and packers of leaf tobacco, of New York City, through Attorneys Kramer & Kramer, this week brought suit in the Circuit Court against the J. H. Lucke Company, manufacturers at 209 East Court street, to recover $7,749.84 due for 106 cases of leaf tobacco sold last July.

COMING ROUND IN BOSTON.

Normal Trade Looked for After Easter. Cut Price War About Ended. Strike in Traiser Factories Still Threatening.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., April 6.

Business is gradually rounding itself into its proper spring shape, although the season is very backward and merchants are in hopes that when Easter arrives (now only a few days off) trade will be normal once more.

The cut price war which has waged for the past two weeks between the Jaynes-Riker Co. and the Adams House Cut Price Drug Store is practically at an end, thanks to Messrs. C. B. Perkins & Co. and Mr. Belt, manager of the cigarette department of the tobacco trust, who came here to arrange the settlement. The new schedule of selling prices is: All 10 cent cigarettes at 9 cents; all 15 cent packages at 11 cents; all 25 cent packages at 18 cents. While this cut price war was at its height Kleins' Pharmacy raised their prices, and were selling Naturals at 13 cents, two packages for 25 cents, and were getting 20 cents for all 25 cent packages. Kleins claim their business did not fall off one iota, although the price cutting folks were within a few blocks of the Kleins. L. B. Snow, manager of the cigar department at Kleins, is a believer in getting full prices, and he has made many admirers by his spunk in being the first to advance prices.

Epstein's Drug Store on Boylson street has just started in cutting prices on cigarettes and is using some comical advertising matter in connection therewith.

Trouble is still brewing in the cigar factories of H. Traiser & Co., owing to the fact that most of the filler tobacco is being stripped in New York and other places by non union help, at a saving to the factory of 1½ to 2 cents a pound. The Strippers' Union has notified Traiser & Co. that unless they can strip the fillers here the men will refuse to strip the binders and wrappers. Traiser & Co. want to reduce the price on stripping fillers a half cent a pound and threaten to have all fillers stripped elsewhere unless the Strippers' Union gives in, claiming they are selling their Pippin cigars in some Western States at a loss in meeting competition to get their brand on a good selling basis in that territory.

The C. C. A. Cigar Co. has asked the Cigarmakers' Union to take off the last advance in the labor schedule, claiming their profit is little or nothing since the advance went into effect. The union declined to consider the matter.

Jack Lipp, for six years Secretary-Treasurer of Boston Cigarmakers' Union, No. 97, has resigned that position, the resignation to take effect May 1st. Mr. Lipp is to go into business in Chelsea.

A flim-flam man easily took $10 from Miss Lillian Berlo, clerk in the cigar store of Abraham Nathan, 4 Bromfield street, last week. It was the old game of buying some cigars, giving a

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880

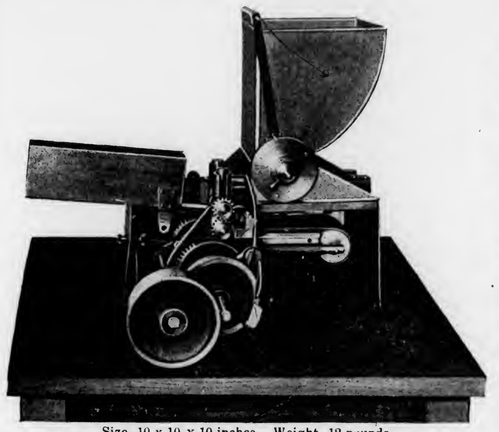
AT LAST! A Cigar Banding Machine Perfect in Every Point

The Fearon Cigar Banding Machine

Bands 30,000 to 150,000 cigars a day.
Cannot injure or rough up the wrapper.
Easily operated by inexperienced hands.
Places bands on perfectly straight, anywhere you wish and never permits bands to stick to wrapper.
Saves wages of twelve to twenty-five employes, also floor space occupied by them.
Cost so low that you cannot afford to be without it.
Absolutely simple, sure and satisfactory.

We have no shares to sell. Our business is solely to supply you with Banding Machines.

¶ DON'T SIGN ANY CONTRACTS OR MAKE ANY ARRANGEMENTS FOR CIGAR BANDING MACHINES UNTIL YOU HAVE INVESTIGATED OUR MACHINE AND OUR TERMS.



Size, 10 x 10 x 10 inches. Weight, 12 pounds.
Runs by any power, or hand or foot power. Does not crowd any table.
Can be moved about. May be used with or without hopper.
The machine is entirely covered and protected from dust, etc.

FEARON CIGAR BANDING MACHINE CO., 405-406 Betz Bldg., PHILADELPHIA

UNION MADE ..... ALL QUALITY ..... UNION BOXES

H. G. BURKY

MAKER

10c. HAND MADE HAVANA CIGAR 10c.
5c. A HIGH GRADE CIGAR FOR 5c.
Write for Samples and Prices

FACTORY No. 1898, FIRST DISTRICT, READING, PA.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

Monroe D. Sellers, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & CO.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart

Dallas Cigar Co
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna

CIGAR MOLDS
Highest Grade Mold at Lowest Price.
Write for Catalogue of 1,500 Shapes.
The American Cigar Mold Co.
1931--1935 Western Ave., and
1201--1209 Dayton Street,
Cincinnati, Ohio.

$10 bill in payment, and getting double change.

When he gave Miss Berlo the $10 bill, she started to hand him the change. He pocketed the change, saying he had a smaller bill than the ten, and tendering it, at the same time taking back the original bill.

The man is said to be between 45 and 50 years old and a smooth talker.

J. Dubruil is now the Boston representative of the Khedivial Co. He has two able assistants in Messrs. Busch and Warsaw. Special attention is now being paid to exploiting the Alma cigarette.

B. Rogers has opened an up-to-date cigar and tobacco store at 13 Fleet street.

Miss I. F. Morrison has purchased from Louis Kriger the cigar stand in the Hotel Rexford, and will operate same in connection with her stand in Barrister Hall.

D. J. Murphy is making a good showing in placing the Blue and Scarlet cut plug about town.

Louis Miller is now doing missionary work here on the Keystone cigar.

Miss Kitty Griffin, manager of the cigar stand in the Kimball Building on Tremont street, reports an increasing business. Gans Bros.' William the Fourth and Ganbro are her leaders in clear Havana cigars. Miss Griffin has a winning way about her. Traveling salesmen galore call on her and her pocket book carries a large collection of their cards. I believe she carries four of Mr. Woods' cards. Ben Ali.

—The Newburg Tobacco Co., of Newburg, Ind., has increased its capital stock from $25,000 to $75,000.

—The Yatter, Rothschild & Harmon Cigar Co. has been incorporated to do business in Chicago with a capital of $2,400, by Samuel Yatter, Maurice F. Rothschild and Adolph Harmon.

—The Michels Co., Aurora, Ill., for the cigar and tobacco business has been incorporated. Capital, $30,000. Incorporators: Flora A. Michels, George Schroll and Jas. A. Raymond.

—The Bijou Cigar Store, at 1626 Second avenue, Davenport, Ia., of which Charles Lutes and William Bey are proprietors, was recently entered by burglars who got $15.30 in cash and a small amount in goods.

—The W. H. Dee Cigar Co., of Calumet, Mich., will shortly occupy the premises recently vacated by Cavan & Co. New and thoroughly modern fixtures will be installed and a thoroughly up to date establishment opened.

SPECIAL NOTICES.

(12½ cents per line, 8-point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LaSalle Street. CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

To Cigar Manufacturers.
THERE are several cigar factories vacant in Perkasie, Bucks Co., Pa. (1st Dist. Pa.), on the N. P. Branch of P. & R. R. R., 33 miles from Philadelphia, which can now be rented at a low rent. Plenty of good hand-work hands can be secured. This is one of the largest cigar centers in the State. Apply to The Perkasie Board of Trade, John Schwartz, Secretary. 3-18r

L. BERNFELD
Cigar Broker
West Haven, Conn.
2-5tf

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

FOR SALE.—A second-hand all-glass Floor Case, 13 ft. 6 in. long. Can be seen at Smith's Pharmacy, 1933 Tioga St. No reasonable offer refused. 4-8h

WANTED—Good cash jobbing house to use about 5,000 Union Label Cigars a week. Will make any grade or shape desired. Address Manufacturer, Box 6, care Tobacco World, Phila. 4-1h

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

E. ROSENWALD & BRO.

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

APRIL CHANGES IN READING.

Reading, Pa., April 6.

A number of removals among cigar manufacturers in Reading and Berks county were recorded at the office of Deputy Internal Rvenue Collector Fred W. Cranston.

L. J. Spohn was granted permission to move his factory from 638 South Sixteenth-and-a-half street to Stonersville.

Similar permission was granted to Joseph Graybill to move his factory from a point along the Reading canal, near Gibraltar, to Gibraltar.

John Fornorman will move his factory from Ninth and Douglass streets to another location.

E. A. Shenk, Womelsdorf, was granted permission to move into his new factory on April 1.

E. A. Lehr will move from 937 North Eleventh street to 1117 North Twelfth street.

G. Sam Hansch will move from 431 Spruce street to 251 Penn street, where his store is located.

Walter Musser will move from 334 Chestnut street to 350 Tulpehocken.

The Runer Cigar Company moved from 254 South Ninth street to Angelica.

William K. Slater was granted a permit for the removal of his cigar factory from 329 Elm street to 420 North Ninth street, and a similar permit was granted to E. Rehr to move from 937 North Eleventh street to Twelfth street beyond Green.

The body of Henry Strohl, a tobacco dealer, aged 53 years, who came here from Lancaster nine years ago, was found in a public road three miles west of Reading last week. Nearby was a bottle which had contained carbolic acid and which had been drained of its contents. Strohl is believed to have committed suicide because of financial troubles. He was formerly manager of a cigar factory operated at Ephrata, Pa., by Harvey Bitzer, when the latter was quite a prominent figure in the cigar trade at that place, but subsequently failed.

TOBACCO RISKS CANCELLED.

Two Insurance Companies Cancel Kentucky Tobacco Risks Outside the Cities.

Louisville, Ky., April 3.

Tobacco men were much worried when it became known that two of the leading fire insurance companies doing business in Kentucky had notified agents to cancel all tobacco risks in Kentucky except insurance held in Louisville and other cities. The amount to be cancelled is placed at about half a million dollars.

Other companies are contemplating the same ccurse. The action is taken on account of night riders.

New Haven Strike Unsettled.

New Haven, Conn., April 3.

The refusal of the Cigar Manufacturers' Association to withdraw the ultimatum issued to its employes a few days ago, will, it is expected, result in the locking out of cigar workers.

The ultimatum was to the effect that unless a strike, which had been declared at the factory of J. P. Kilfeather, was settled immediately, a lockout would take place. About 19 cigar manufacturing establishments are affected.

Capacity 25,000 per day Telegraph—YORK, PA.

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor
Manufacturer of **FINE CIGARS**
Holtz, Pa.

⊙ LEONA BLAND ⊙
Pretty Bessie
York Nick . . .
Best Known .
5c.
TWO CRACKER JACKS---2 for 5 Cents.
OAK MOUNTAIN BOUQUET BOSTON BEAUTIES PURO
PORTO RICO CROOKS
Correspondence with the Wholesale and Jobbing Trade Only Invited

Our Great Offer: A Self Filling $2.00 Fountain Pen and "The Tobacco World" for one year, ¶ Both for $1.50; the Regular Price is $3.00.

We have made a contract with one of the largest Fountain Pen Manufacturers in this country (Nathaniel Field), whereby we can supply you with **A First-Class Self Filling Pen** the best of its kind in the market. Every pen is solid gold, 14k., point tipped with genuine irridium.

The illustration shows the exact size of the Pen; if not satisfactory for any reason, it will be exchanged cheerfully.
This is an unusual opportunity to get a High Class Pen at a trifling cost.

TO ANY PERSON sending us $1.50, we will send this Beautiful Fountain Pen, postpaid, and will, in addition, enter the person's name for one year's subscription to "The Tobacco World." Should you already be a subscriber and desire to secure one of these Pens, your subscription will be extended one year from the date of its present expiration. This offer does not apply to foreign subscriptions, which cost $1.00 additional.

Address The Tobacco World, 224 Arch Street, Philadelphia, Pa.

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an Exclusive line of

NICKEL GOODS

Which can be recommended for Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

EDWARD E. SIMONSON

Packer of and Dealer in

Leaf Tobacco

Tobacco Bought and Packed on Commission

Stoughton, Wis.

LANCASTER TOBACCO SELLING.

Old Leaf Gradually Going Off, and New Crop is also Being Bought at Very Low Figures.

Lancaster, Pa., April 6.

The leaf tobacco market has shown little or no change in the last week. Old goods are passing off steadily, but only in small lots, and the transactions are therefore not so much noticed, yet the stock is being gradually depleted.

Although some buyers of the new crops are inactive now, there is still considerable buying, but prices, if anything, have suffered a slight reduction, and crops are now being bought with little difficulty at from 6½ to 7 cents. Goods that packers will now pay 8 cents for are among the exceptionally fine crops.

Tobacco men taboo the idea of night riders existing in Lancaster county, notwithstanding the fact that a number of tobacco barns have been burned. The depredations have been confined largely to Chester county, in which is grown only a comparatively small acreage of tobacco, and all the fires which have occurred seemingly of incendiary origin were due probably to some personal enmity.

The report of the sale of cigar stamps for the Ninth Internal Revenue District, which has just been made public, shows an output of cigars of 53,260,000. This is a reduction of nearly 5,000,000 in comparison with March, 1907, but an increase of about 5,000,000 as compared with February of this year.

Despite these figures the entire trade is feeling more buoyant, confident that an increase can be maintained from now on. In fact there are signs of some preparations with that idea in view.

The new S. R. Moss Cigar Co. building is rapidly nearing completion, and will be occupied as soon as finished.

J. Frank Bowman, cigar box and packing case manufacturer, has taken possession of his new manufacturing establishment on North Cherry street, although mechanics are still busily making extensive improvements. When finished Mr. Bowman will have the largest plant of its kind in Lancaster county.

Charles J. Lederman has rented an additional warehouse, and with a large force working has commenced packing more extensively than last year. Mr. Lederman will this week again visit the leaf tobacco sections of New York State.

Wm. A. Boyd, Jr., a son of the veteran Baltimore leaf dealer, has connected himself with Charles Lederman, here. Mr. Boyd will cover Eastern Pennsylvania and the South. He has just returned from his initial trip through the South, where he met with encouraging success. He is spending this week in Eastern Pennsylvania and will cover Reading and adjacent towns, as well as Philadelphia and the towns along the North Penn Branch of the Reading Railway.

Samuel Siesel, of Siesel & Tole, left last week for Pittsburg and other Western points, to be gone some little time.

John F. Schnupp, a salesman with A. B. Hess, left last week for a trip through Western Pennsylvania.

Alfred W. Gieske, of Gieske & Neiman, Baltimore, visited this market last week.

Walter S. Bare, maker of the Doctor 5 cent cigar, at Lititz, recently booked orders for considerable quantities of his products which are sufficient to insure steady employment for his entire force for an indefinite period. At any rate he has been working on full time right along.

A. W. Zug is now getting nicely under way at the factory recently opened by him on Lancaster avenue.

Herman Stein, manufacturer and leaf dealer, left last week on a flying trip to Philadelphia and New York.

THE CIGAR MEN OF YORK.

March Cigar Output Improves on February's Figures. A Small Number of New Factories.

York, Pa., April 6.

The condition of the cigar trade in this section is still far from satisfactory although the output of cigars for March shows some increase over the month of February. Only eight new licenses were taken out for cigar manufacturing during March, which is an unusually small number. The following is the list of new factories: J. A. Sterner, Hanover; L. O. Shellenberger, R. F. D. No. 1, Windsor; Jas. E. Bowman, Kingsdale; Ida E. Crum, Arendtsville; Faith Hershey, R. F. D. No. 1, New Freedom; George Butcher, R. F. D. No. 2, Glen Rock; George Patterson Cigar Co., Two Taverns, and Wm. A. Scott, Gettysburg.

Of the above number Mr. Steiner, of Hanover, is expecting to employ as many as 25 hands, and is therefore the largest in the list.

There are still many factories in the county that are having very litttle trade while a few, but exceptionally few so far, are finding improvement.

The leaf men are feeling the effect of the present trade conditions, and their

The Miami Valley Leaf Tobacco Co.

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Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

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Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specially

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W. B. HOSTETTER & CO.

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Rear of 144 West Market Street, on Mason Avenue.
York, Penna.

We Make SCRAP FILLER for Cigar Manufacturers.

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PACKERS and DEALERS in **Leaf Tobacco**

Nos. 49 and 51 West James Street
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Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock
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Penna. Broad Leaf
Dealer in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
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J. K. LEAMAN

Packer of and Dealer in

LEAF TOBACCO

142 North Market St.

United 'Phones LANCASTER, PA.

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Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA. — MAIN OFFICE: Lancaster, Pa.

The York Tobacco Co.

Packers and Jobbers in All Grades of

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Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco — York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. — Lancaster, Pa.

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138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
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Chicago, 56 Fifth Avenue. E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
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The Moehle Lithographic Company
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John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

most energetic efforts only result in a comparatively small volume of business, as sales are running along in small lots, just enough to keep them moving. The cigar factories of B. S. Taylor and the Kohler-Snyder Co., at Yoe, are doing a fair business at present, but nearly all other factories there are very quiet, and that of the State Seal Cigar Co. was closed down entirely last week.

The cigar box factories are also working on short time, owing to dullness in the cigar trade.

There is a little improvement noticeable among some of the Dallastown factories.

Windsor and Red Lion factories, with but few exceptions, are quiet.

W. A. Lahr, Wolf Bros., and John Shinder, at Red Lion, are among the busiest in that town at present.

The Meb u g n Cigar Co., at Red Lion, has been shipping goods fairly steady so far, and say they can really not complain much about trade, considering that so many factories have but few orders in hand.

John F. Reichard, of Craley, has removed to Red Lion, and will make it the base of his operations in the future. His former home at Craley will be occupied by W. C. Jackson, who was formerly engaged in the cigar manufacturing business at East Prospect, but who has entered the employ of Mr. Reichard.

The new cigar factory of L. J. Smith & Co., at Red Lion, is having the finishing touches put upon it and will soon be ready for occupation.

Noah Gillen, of York, has been visiting the leaf markets of Wisconsin for the past week.

May Drop Tobacco for Beets.

Milwaukee, Wis., April 3.

Tobacco raising, one of the greatest industries of Wisconsin, is to be replaced by beet sugar, according to J. H. Wagner, President of the Menominee Sugar Co., which owns and operates six large sugar producing plants in Wisconsin and the Upper Peninsula. Mr. Wagner says that in Dane county, which is one of the banner tobacco districts of the State, farmers have dropped tobacco and are going in for beet raising on a large scale.

The amount of work connected with tobacco raising is very much greater than that of raising beets, and prices are nearly on a level. In addition, farmers derive a benefit from the beet pulp after the albumen has been extracted, the pulp forming an excellent foodstuff for cattle. The pulp, as a rule, is given free to growers for the taking away. Mr. Wagner believes that the acreage of beets this season will be nearly one-third larger than that of 1907.

—Chas. Herring, of Jones, Mich., has purchased the cigar store of E. C. Garmire, on West Joseph street, Mishawaka, Mich.

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MOST COMPLETE AND
LARGEST MAIL ORDER
LEAF TOBACCO
ESTABLISHMENT IN
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Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84—86 (Opposite Frascati),
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Color and Cancelling Stamps
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STENCIL and STAMP WORKS
Incorporated
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Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

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HIGHEST GRADES
CONNECTICUT HAVANA SEED
The Krohn Tobacco Co.
(of WINDSOR, CONN.)
Our Plantations are in the most famous growing section
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Herdel 5c.
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UNION MADE
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Samples to Responsible Houses

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Five Cent Goods
Sold to the Jobbing Trade only.
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FINE CIGARS
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A specialty of Private Brands for the Wholesale and Jobbing Trades
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Manufacturers of
High Grade
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FOR THE
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Dallastown, Pa.
Manufacturers of
Fine Domestic
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Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

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Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
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Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
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Maker of
High Grade Cigars Exclusively.

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One of Our Leading Brands:
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Only High Grade Tobacco Used
Cigars always duplicate

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Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE / THE CYCLONE } 5c. MILD AND PLEASANT / BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

OLDEST MANUFACTURERS OF
PEACH and PRUNE FLAVORS
Also of the
World Renowned and Non-Evaporating
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Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855
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The American Tobacco Co.
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Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

Tobacco in Santo Domingo.

Vice Consul A. W. Lithgow, of Puerto Plata, regards tobacco as the most important crop in the island of Santo Domingo, by reason of benefiting the largest number of people. He describes the present status of the industry:

The tobacco crop of the Dominican Republic the past year was the largest known, but has been a disappointment owing to the long-continued drought, the young plants not receiving rain when most needed. A sufficient area was planted to have produced 300,000 bales, or 36 000,000 pounds (a bale contains 120 pounds), but the crop has not exceeded 220,000 bales, or 26,400,000 pounds. The quality has also been poor.

Virtually all the tobacco of this country goes to Germany, whence a great quantity is sold to Russia, Austria, and England, where it is used in the manufacture of inferior cigars and pipe tobacco.

In this connection an error occurs in the statistics of "Foreign Commerce of the Republic in 1905," published in the Bulletin of the Bureau of American Republics in May, 1906. That report states that 11,510,712 pounds of leaf tobacco, valued at $840,487, were exported, of which Germany took 5,890,665 pounds, the United States 3,719,458 pounds, and France 1,900,639 pounds. However, only 41,870 pounds were actually for the United States. This error arose from the fact that the Clyde Line steamers carry tobacco to New York in transit, from where it is transshipped to Germany. Another statistician, in writing on the foreign trade of the Republic for the first six months of 1906, says:

The shipments of tobacco to Germany dropped from 3,362,684 pounds to 744,180 pounds, while the United States increased its purchases 600,000, having been less than 60,000 pounds during the first half of 1905. The remainder, 349,174 pounds, went principally to France.

I find that only 1,866 pounds were actually shipped for the United States during the entire year 1906. Neither does France take any of this tobacco. The amounts credited to her are simply shipments made by the French line of steamers and transshipped to Germany from Havre.

Leaf Tobacco Markets

CONNECTICUT VALLEY.

In this section the assorting season is soon to come to an end. The best crops have been accepted and sorted, but the five cent tobacco will not pay to put much labor on it, and there is much I am afraid will remain unsorted and may sweat in the bundle. No sales to report.—American Cultivator.

BALDWINSVILLE, N. Y.

J. W. Upson is in the market for 200 boxes export tobacco. E. C. Munroe is riding and is reported to have made a number of purchases. J. Wallace Lee and Orville Gifford, who have been buying for Hinsdale Smith & Co., are reported to now be buying for themselves. No other buyers have appeared in the market during the past week.

Lysander—Robert Gans, of the firm of Gans & Son, of New York, has been in town, accompanied by John R. Slauson. He purchased several crops of tobacco, prices ranging from 5 to 9½ cents. That purchased in the bundle is being assorted by Maurer & McIntosh. Mr. Johns, the tobacco buyer who was in town last year, has been here recently purchasing tobacco, delivering to the Northrop warehouse to be assorted.—Gazette.

EDGERTON, WIS.

The tobacco crop probably moved more rapidly during the week than any time since the market opened, and this too at prices that average lower than those previously paid. The bulk of the recent sales do not rise much above the 6 cent mark, which will permit the tobacco to be sold for export or scrap purposes, and the growing districts are pretty thoroughly ridden by buyers ready to take over unlimited quantities at these figures. The buyers of the American Cigar Co. are in the field, as well as representatives of the stogie and scrap manufacturers, which, altogether, is fast absorbing the crop that is already better than half gone. Sales coming to notice are:

Thos. Moore, 10a at 6 and 2c.
Elias Saunders, 10a at 5 and 2½c.
Mrs. O. P. Saunders, 12a at 5 and 2c.
L. B. Crandall, 8a at 6½c.
C. E. Robinson, 5a at 5½ and 2c.
D. L. Earle, 4a at 5¾ and 2c.
M. Mumland, 4½a at 7, 6 and 2c.
J. McNally, 8a at 5 and 2c.
C. H. Gerhart, 5a at 5c.
George Noyes, 6a at 6½ and 2c.
H. Saunders, 5a at 4½ and 2c.
Flarity & McGrane, 6a at 5½ and 2c.

The deliveries keep pace with the needs of the warehouse forces at the packing points, where the work of handling is progressing rapidly. Help however, is reported scarce at some points.

The market for cured leaf continues dull. A few transactions are reported but at prices that do not furnish much encouragement to holders of this stock.

So far but little has been done towards the laying of the plant beds, which will be next in order.

Shipments 1,407 cases.—Reporter.

PATENTS RELATING TO TOBACCO, Etc.

882,825 Cigar and cigarette holder; I. A. Heald, Washington, D. C.

8882,703 Wrapper-smoothing mechanism for cigar machines; W. S. Luckett, East Orange, N. J., and M. Fogde, New York City.

882,770 Forming hygienic metallic ends on cigars and the like; A. A. van der Meulen, Amsterdam, Netherlands.

882,651 Paper-strip controlling and printing mechanism for cigarette machines; S. I. Prescott, New York City.

883,156 Pressing cigars; R. Woerner, Mannheim, Germany.

882,729 Match holder, lighter, and cigar cutter; J. Zander, Hoboken, N. J.

883,622 Tobacco stemming machine; J. T. Carter, Danville, Va.

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
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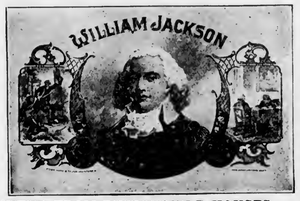
Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade Seed and Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES



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J. FRANK BOWMAN
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Daily Capacity: Five Thousand Boxes

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MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

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WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

American Protectorate
A Choice 5c. Cigar
Handsomely Packed and put up in Several Popular Shapes and Sizes
Manufactured by
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SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
NEW YORK
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It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.
CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
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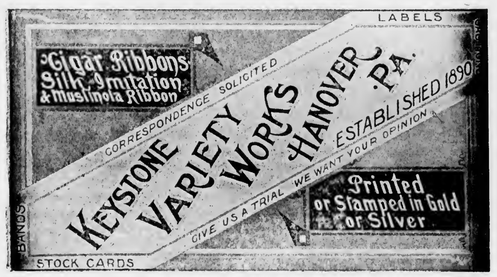

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CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Established 1877 New Factory 1904

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Steam Cigar Box Manufacturer
DEALER IN
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EDGINGS, BANDS, ETC.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers.

INLAND CITY CIGAR BOX CO.
Manufacturers of
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716—728 N. Christian St. LANCASTER, PA.

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Specially Constructed
Presses
FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

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27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
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We Make The Best Peach & Prune Essences In the Market
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METAL EMBOSSED LABELS METAL PRINTED LABELS
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TELEPHONE 1561
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JOBBER and DEALER in PRODUCTS of
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IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Clear Havana . 10c.
"S. B." Seed and Havana . . . . . 5c.
"KATHLEEN O'NEIL" . . . . 5c.
"VUELTA SPRIGS" The Mellow Cigar . 5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .

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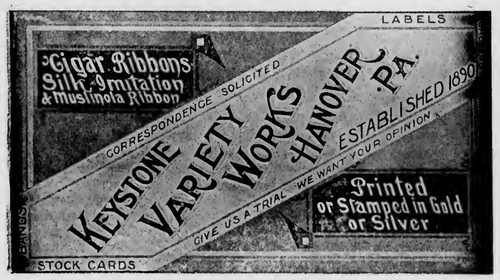

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Afford PERFECT PROTECTION AGAINST
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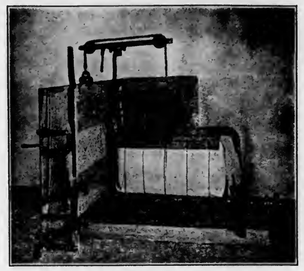

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Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

We Make The Best Peach & Prune Essences In the Market
ACME EXTRACT & CHEMICAL WORKS
E. G. Eckert, Proprietor Hanover, Pa.

Patents *Caveats, Trade Marks, Design-Patents, Copyrights, etc.*
Correspondence Solicited
JOHN A. SAUL
Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Clear Havana . 10c.
"S. B." Seed and Havana . . . . . 5c.
"KATHLEEN O'NEIL" . . . . 5c.
"VUELTA SPRIGS" The Mellow Cigar . 5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .

STAUFFER BROS. MFG. CO.
NEW HOLLAND PA.

For Sale by All Dealers

VIRGINIA

PERIQUE

MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

W. A. LAHR

Wholesale Cigar Manufacturer

Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence Invited with the Wholesale and Jobbing Trade.

Samples Free to Responsible Houses.

THE TOBACCO WORLD

Established in 1881. Vol. XXVIII., No. 16. | PHILADELPHIA and NEW YORK, APRIL 15, 1908. | One Dollar per Annum. Payable in Advance.

Liberman Suction Tables

RECOGNIZED STANDARD

Thimbles made to order to fit any desired shape of cigar head

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. . . MANUFACTURERS OF . . .

CENTRAL UNION . Cut Plug
IDLE HOUR . . . Sliced Plug
EPICURE (For Pipe or Cigarette) Shredded Plug
HUNT CLUB . . . Cube Pipe Tobacco
SPHINX MIXTURE . Smoking

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Samples gladly submitted on application

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Write for Samples

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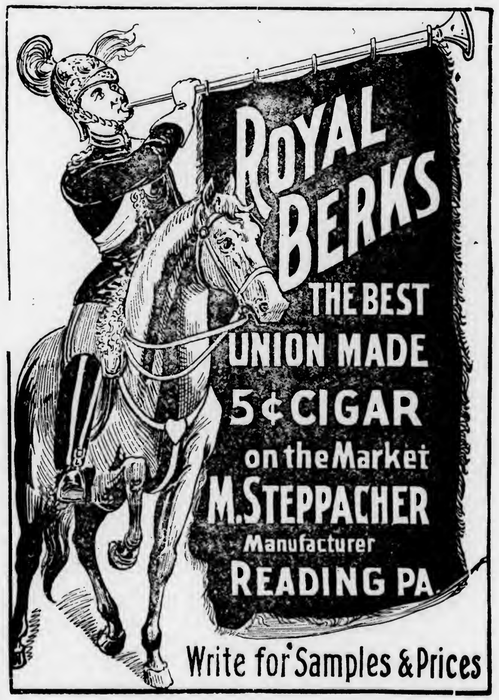

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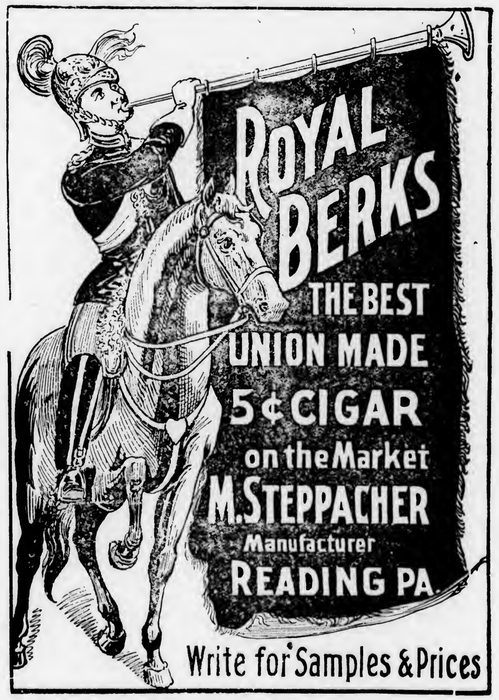

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115 Arch Street, Philadelphia

FOUNDED 1855
John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan
FLOR de D&T
DOHAN & TAITT
Importers of Havana and Sumatra
Packers of Leaf Tobacco — VUELTA ARRIBA — 107 Arch St. PHILADA.

Established 1826
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
AND PACKERS OF
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

Julius Hirschberg & Bro.
Importers of Havana and Sumatra and Packers of Seed Leaf
Tobacco
125 North Third St., Philada.

H. VELENCHIK — S. VELENCHIK
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

The Empire Leaf Tobacco Co.,
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St., Phila.

K. STRAUS — A. LOEB
K. STRAUS & CO.
IMPORTERS OF

301 & 303 North 3rd St.
PHILADELPHIA

Benj. Labe — Jacob Labe — Sidney Labe
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IMPORTERS OF
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and
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224 Arch St., Philadelphia
Broker in LEAF TOBACCO

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THE TOBACCO WORLD

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The above Precinta, or Warranty Stamp, is only used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these Stamps were made in Cuba by such Independent Manufacturers belonging to the Union.

BE IT KNOWN: That said Guarantee Label only the manufacturers belonging to the Manufacturers' Union have the right to use and to attach on all cigar boxes and other packages of their goods.

COLORS OF THE PRECINTA: Black with pale blue ground; fac simile of the seal of the Presidency of the Republic: dark blue.

LANCASTER TOBACCO NOTES.

Leaf Trade Still Dull. Packing the 1907 Going on Briskly. The Prices for New Hang About 7c.

Lancaster, Pa., April 13.

The dullness of the leaf trade is fully made up by the activity in the packing of the new crops, which are being received quite rapidly.

There was only a small jobbing business done during the past week in old goods, and purchases were made principally by local manufacturers.

Buying of the 1907 crops was somewhat enlivened by the arrival of several new buyers, but prices seem to have had a downward trend rather than upward, only 6½ to 7 cents being paid for the wrapper grades, and little difficulty seems to be experienced in securing tobacco at those figures, notwithstanding the statement that farmers proposed to pack their crops in preference to accepting such low offers.

It is argued by some that the pick of the crops has been made, but buyers arriving during the past week declare that there is just as desirable tobacco to be had today as at any time this season. Receipts during the week were heavy, indicating that purchases are being made at a fairly rapid rate.

Growers are not making much progress in the preparation of seed beds yet, and weather conditions during the past week were not at all favorable. Unless there is a change in the conditions of the weather pretty soon planting will again be a little late this year, and it is to be hoped that we shall not again have a late cold spring, as was the case last year.

There is just a slight improvement noticeable in the cigar trade, and several factories which had temporarily suspended operations have again resumed. In the country towns the conditions seem to vary, at one place a fair business is reported and at another it is quiet, and so on.

As a result of a dispute over a tobacco transaction, the courts have been resorted to for adjustment. Coyle & Keller, attorneys, of this city, on behalf of Heinrich Neuberger, of New York, have brought suit against Charles J. Lederman, a local packer and dealer, to recover a certain sum of money alleged to be due on a transaction involving over 100 cases of tobacco.

Mr. Lederman's side of the controversy has not yet been gotten, because he has been out of town a great deal lately, looking after his purchases of new tobacco, of which he is packing heavily.

R. D. Oberholzer, of Bowmansville, has again started his cigar factory on full time. He had endured a dull period of several weeks.

John Slater & Co. have made during the past few weeks some heavy shipments of stogies to various sections of the country. The factory is now running with a full force.

Amos Cooper, of Landisville, this county is said to have formed a partnership with James Sheckard, of Columbia, who was formerly field manager of the Chicago National Ball Team. The new firm is to engage in tobacco packing.

GENUINE CONNECTICUT BROAD LEAF TOBACCO SEED
Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal orders to
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Packer, Dealer & Grower of
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Choice tobacco seed a specialty.
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PACKERS OF AND DEALERS IN
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Manufacturers of

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Private Brands for Jobbers a Specialty Samples submitted on application

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Wholesale

Cigar Manufacturers

and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA

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Correspondence with Responsible Houses solicited.

Private Brands made to order.

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Manufacturer of

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Red Lion, Pa.

Special Lines for the Jobbing Trade

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Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

Conditions Unchanged in Havana Leaf Market.

Business of the Week Restricted to Local Exporters and Commission Houses. Havana Factories Buying in Small Quantities. A Strike that Did Not Strike Home. Buying and Selling Notes.

Special Correspondence of The Tobacco World.)

Havana, Cuba, April 6, 1908.

The same conditions have prevailed during the past week as during the previous one and our market situation has not changed. Only two Northern buyers arrived here, but the activity has been kept up by our American exporters, as well as by some commission houses here who seem to be supplied with some orders from their customers.

Remedios tobacco has been in good demand, 1st and 2nd capaduras, and prices are well sustained. Evidently there must be more call for these styles at the ruling figures which, compared with last year's prices, are low indeed. Prospects for the new crop have undergone no change for the better; on the contrary, as the dry weather continues, the quantity will be smaller than calculated upon and heavy styles may be scarce next winter. This undoubtedly must be the reasoning of the present buyers who have been in the market and still continue to be on the lookout for further opportunities to increase their holdings.

The local manufacturers seem to be operating only sparingly, as they still are holding enough stock for the demand (which is by no means keen) for immediate shipments, and therefore they are only buying principally some light wrappers with which they are not so well supplied. The Trust for the moment does not appear to be in the market and seems to have stopped its purchases temporarily. The call for cigarettes is rather quiet and as all manufacturers have enough stocks for some time to come, colas are neglected as a natural consequence.

New "libre de pie" from the Vuelta Abajo has been coming in from the country in small lots and has been readily purchased by our manufacturers around $25 per qq. As it mixes well with the old crop, the demand is likely to keep up.

Everybody seems to be on the qui vive, now, waiting for the rainy season to set in so that the dry tobacco can be taken down from the poles, put into bundles and then undergo the first fermentation process. Before the latter has taken place it is more or less hazardous to form any opinion about the 1908 crop.

Sales

during the week gone by have footed up to 3,525 bales in all, divided into 550 bales Vuelta Abajo, 380 Partido, and 2,595 Remedios.

American buyers, including the houses which purchase for this market, have secured 2,875 bales, European exporters 375, while for local consumption only 275 bales have been reported.

Buyers Come and Go.

Arrivals: Morris Bluemlein, of A. Bluemlein & Co., New York; Manuel Campos, of Brooklyn, N. Y.

Returned: Hilario Muniz, of Muniz Hnos. & Co., Havana.

Departures: Charles B. Cameron and Morris Bluemlein for New York; Matt Wengler and Wm. Crump for Chicago; Heinrich Upmann for Hamburg, via New York.

Havana Cigar Manufacturers

are pegging away, filling the orders on hand, and while business is rather quiet, particularly for the United States, other markets continue to call for fair sized quantities, thus helping the Independent cigar manufacturers to keep occupied. The Trust is said to have laid off 1,800 men last Saturday, owing to the heavy stocks of cigars on hand, there being no demand for its product. The factory of the Trust, Antonio Y Cleopatra, at 88 Belascoain street, has been closed as it is rumored that this brand had been previously registered by some Independent manufacturers in the United States.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana Reina 20, Havana P. O. Box 88

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

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HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

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In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

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Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

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INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS

ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

Rz. BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista

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BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

SOL HABANA

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

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Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

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B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge Y. P. Castaneda

JORGE & P. CASTAÑEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: Vuelta Abajo and Partido

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" Correspondence Solicited in English

LOEB-NUNEZ HAVANA CO.

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142 and 144 Consulado Street

Cable: REFORM *Habana*

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

H. Upmann & Co. shipped 800,000 cigars of their own H. Upmann brand as well as of other independent cigar manufacturers' make. When their cigarmakers learned that 100 of their number, who were making only particular sizes, for which there was no call at the moment, would have to go, they threatened to go on strike again, but when they saw that H. Upmann & Co. were cool and independent, and were perfectly willing to let them strike, the men quickly came to their senses, and continued to work as heretofore. Evidently the cigarmakers have learned the lesson that a manufacturer does not decrease his forces unless he is compelled to do so, and that there ought to be no antagonistic feeling on either side, as both capital and labor can only prosper when perfect harmony reigns on the part of the employes and employers.

Behrens & Co., of the Sol factory, are working satisfactorily under the prevailing market conditions, and are looking forward to a very active demand after the new crop shall be fit for the cigarmakers' tables.

Buying, Selling and Other Notes of Interest.

A. M. Calzada & Co. have purchased for account of some of their customers quite heavily of Remedios, and so far as learned, the number of bales has reached 780, although not having been able to see Don Antonio, the quantity may be even larger. They shipped 150 bales by last week's steamer.

Sobrinos de A. Gonzalez sold 350 bales of leaf, consisting of Vuelta Abajo, Partido and Remedios, to local and Northern customers.

Sylvester & Stern have been quite active purchasers of Remedios during the past week, adding 600 bales of fine 2nd capaduras to their holdings, and for the benefit of their numerous clientele.

Loeb-Nunez Havana Co. shipped 250 bales of all kinds of leaf last week.

J. Bernheim & Sons are reported to have purchased 300 bales of Remedios.

Jorge Y P. Castaneda disposed of 230 bales of Partido.

The buyers of the Spanish Regie secured 200 bales of Vuelta Abajo colas for shipment by the next mail steamer for Coruna or Santander.

Jose Menendez closed out 225 bales of Vuelta Abajo and Partido.

Hilario Muniz returned by the French liner La Champagne from his vacation in Spain. He looks the picture of health and is ready to buckle on the harness again in the interest of Muniz Hnos. & Cia.

Morris Bluemlein came like a meteor, as he only remained here four days, but as he purchased 500 bales during that time, he has certainly made good use of his time.

The numerous friends of Mr. Heinrich Upmann were sorry to see him leave us on Saturday last per steamship Havana, but they all wished him godspeed and a safe return before very long. He expressed himself very favorably as to the future outlook of business for the island of Cuba.

RECEIPTS FROM THE COUNTRY.

	Week ending April 4 Bales	Since Jan. 1 Bales
Vuelta Abajo	316	14,466
Semi Vuelta	3	1,435
Partido	112	652
Matanzas	4	310
Remedios & S. Clara	714	17,024
Mayari	103	1,625
Total	1,252	35,512

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market

Correspondence solicited in English

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Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

LUIS MARX

Tobacco Grower

No. 8 Cuba Street Post Office Box 77

HABANA

To the Trade:

Our Mr. A. Martin will call on the trade next week with a fine line of

First and Second Capaduras of

Santa Clara

and Selections of the Finest

Vuelta Abajo

Values are of special attraction

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Importers of HAVANA TOBACCO Office, New York

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
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OFFICES:
DETROIT, MICH.
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JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of Leaf Tobacco
Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
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Amsterdam, Holland.
OFFICE: 183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, April 14.

New York Leaf Market.

Transactions in seed leaf tobacco have been on a very limited scale during the past week, and while the aggregate would represent a considerable volume it is lost sight of in the number of small lot sales which constituted the trade of the week, and no one particular type was specialized.

More activity is reported from the packing centers and operations are going at a good pace in several States, but withal crops are being much more critically inspected than for several seasons past.

The Sumatra market seems to have been strengthened by the results of the several inscriptions of new tobacco. Manufacturers seem to be more eagerly looking over the offerings of old goods, and increased sales are resulting. At the inscription at Amsterdam on Friday last there were more purchases made for the American market than at any of the previous sales of this year.

A moderate business in Havana tobaccos is reported by importing houses, and the withdrawals from bond show that manufacturers are taking up considerable quantities of the leaf.

• • •

The Cigar Industry.

The condition of the cigar manufacturing industry is still far from satisfactory, although some little improvement is shown. There is a better general feeling, and by reason of the approaching summer season there is noticeable an increased hope for a steady improvement.

• • •

New Sumatra Purchases.

Nearly 3,000 bales of Sumatra are reported to have been purchased at last Friday's inscription, and among the more extensive purchases by New York houses were those of A. Cohn & Co., E. Rosenwald & Bro., H. Duys & Co., and E. Spingarn & Co. Smaller lots were also secured by L. Friedman & Co., S. Rossin & Sons and Jos. Hirsch & Son.

• • •

A Thousand Dollars for Bravery.

A check for $1,000 signed by H. S. Collins, Second Vice President of the United Cigar Stores Co. was sent last week to Joseph J. Cassidy, twenty years old, who is prostrated at his home, 503 East Eighty-seventh street, from a fight he had with two men, who beat him in an attempt to rob the company's store in the Hotel Manhattan, East Forty-sceond street.

When President George J. Whelan reached the United Cigar Stores Company offices from his home in Plainfield he requested Vice President Collins to forward the check to Cassidy. Mr. Collins sent with the check a letter in which he praised Cassidy highly. Cassidy's salary is $18 a week. All the expenses of his illness will be paid by the company.

• • •

Receiver for Levi, Blumenstiel & Co

In an action brought by Alexander Blumenstiel against Morris J. Levi, his partner, for an accounting and to wind up the partnership, Judge Hendrick of the Supreme Court last week granted a receivership to take charge of the firm's assets, and named Aaron J. Bach, of the well known Water street firm of Elias Bach & Sons, whose bond was fixed at $100,000.

The firm has been in business since 1892, and were extensive operators in Porto Rico. In a statement issued in January last their assets were given at $567,911, with liabilities of $153,212. Present liabilities are reported to be over $300,000. A meeting of the creditors has been held but no definite action has as yet been decided on.

• • •

Rothschild & Bro. in New Quarters

The well known house of Rothschild & Bro. are now comfortably domiciled in their fine new quarters at 138 Front street, which are most elegantly appointed, and well adapted to the needs of their growing business. Only a slight interruption of the large routine of office work was occasioned by the removal, although it was several days before all the work of electricians and other mechanics had been fully completed.

These new offices are among the best lighted and most cheerful in New York City, and on the ground floor.

• • •

New Size Principe Cigarettes.

The Havana-American Co., which has made a good hit with its El Principe de Gales Havana cigarette, has decided to market a new size known as the King Edward, and which is somewhat larger than the ordinary size, and is retailed at 20 cents per package of ten.

• • •

N. Y. Leaf Board to Meet.

The annual meeting of the New York Leaf Tobacco Board of Trade will be held tomorrow (Tuesday) afternoon, at its local headquarters 141, Maiden Lane, and a good attendance is looked for, as important matters are to come up. President Bijur has announced his intention to refuse a re-election to the presidency, and a new president will therefore have to be chosen. If Mr. Bijur should consent to serve another term there is no room to doubt that he would be elected again.

A meeting of the trustees of the Board was held last Tuesday, which was well attended, and the newly organized leaf firm of Rose & Wobbe was elected to membership.

At tomorrow's meeting delegates will be appointed to represent the local organization at the annual meeting of the National Cigar Leaf Tobacco Association, which will convene in Philadelphia on Monday, May 11.

• • •

H. Upmann's Visit.

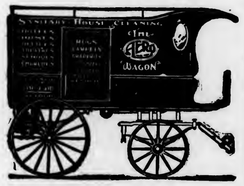
One of the most distinguished visitors in the trade here last week was Heinrich Upmann, head of the great

(Concluded on p. 15)

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
ESTABLISHED 1840 NEW YORK CABLE: "NARGIL"

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn
CONNECTICUT HAVANA SEED



A Good • • • Money • • • Maker

This portable Vacuum House-cleaning machine will earn from $25 to $50 per day—expenses about $6.00. Latest and best method for cleaning carpets, rugs, upholstery, draperies, etc., without removal from the house. Sucks out the dust into tanks in the wagon. In big demand the year round for homes, churches, theatres, halls, stores, etc. A clean, legitimate, independent business, at good prices, netting from $3000 to $5000 per year to hustling men with about $3000 capital. Some customers are operating as many as four outfits. Exclusive territory with practically no competition or risk.

We help you get the business. Descriptive literature to responsible parties with necessary capital.

Wagon Agents Wanted
If you don't care to buy, perhaps you can sell for us. Big commission to live agents who can find customers for our wagon outfits. Particulars to those who mean business and can furnish references.

We also install stationary Vacuum Cleaning Plants in Residences and Public Buildings of all kinds.

American Air Cleaning Co.
MILWAUKEE, WIS.

STOP AT THE
NEW PRINCESS HOTEL
WHEN AT
ATLANTIC CITY

South Carolina Ave., 200 feet from Beach

The Princess Hotel is newly furnished throughout with rare taste, and possesses all modern requisites for convenience and comfort of the guests. Golf privileges and privilege of the Atlantic City Yacht Club extended to the guests.

American and European Plan

A BOOKLET will be gladly furnished upon application

Rates: Running from $12.50 to $30 per week, according to location of the rooms.

For further information address
CROWELL & COLLIER
THE PRINCESS HOTEL
Atlantic City, N. J.

JOSH BILLINGS
5c. Cigar
"There hain't none better than the best."
—JOSH BILLINGS.
This Is the Best.

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

GOLDEN EAGLE CIGARS

They are extra large, Havana blend, and of perfect workmanship.
Finest package.

I. LEWIS & CO.
Makers,
Established 1870. Newark, N. J.
Z. JOHN NORRIS,
Manager of the Philadelphia Office,
14 South Fourth St.

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

THE SITUATION.

Leaf tobacco dealers are having some business, but it consists of sales of small lots, entailing a greater proportionate expense than more extensive transactions would, and yet they declare the margin of profit on goods sold at prices just now prevailing is nothing, and in some instances it means a loss.

The entire manufacturing trade at present seems to think there is really no price on leaf any more, and that it is governed largely by the degree of anxiety of the holder to sell.

How long the manufacturer can maintain this attitude remains to be ascertained. Leaf tobacco men are, of course, human beings, and it may be that some are willing to make actual sacrifices, particularly to old customers, in dull times, just for the sake of doing something, but then tobacco is really a staple article and always has a value. The price generally is governed by the law of supply and demand.

Present conditions indicate a supply greater than the demand, and consequently prices have been seriously affected. But one may well stop a moment to consider the future. There is undoubtedly a certain amount of stocks in the hands of the manufacturer, but it cannot be an over-abundant amount, and with orders coming to him slowly, he naturally feels inclined to use up all the available stocks he has in hand, rather than buy now, because he lacks courage or confidence in the future, and he figures out that under these conditions there can be no increase in the price of leaf.

Such reasoning, however, demands that he also look at the matter from the leaf man's viewpoint. His offerings consist principally of the 1906 tobaccos, or 1905 possibly, and probably some little of older goods. The 1906 and 1905 tobaccos were high priced at cost, it is admitted, and even though he is willing to make some sacrifice of his usual marign of fair profit there must be a reasonable limit, and if he cannot get down low enough to meet the present-day idea of the manufacturer, he makes no sale.

Supposing then that the manufacturer fails to replenish his reduced stock, and there comes a revival in trade. There is then likely to be a sharpening demand for leaf, and up will go the price. And the demand will do it, for with the 1907 crops of the world all short or inferior, 1906 must supply the deficiency where 1907 is short.

Tobaccos of 1907 crops would have commanded a better price than they have so far, had not the disastrous slump of last fall come just at the time when tobacco is usually bought. But with practically no demand for tobacco, and considerable quantities of old goods on hand, the leaf man was not eager to buy heavily of the new crops the general characteristics of which did not strike him any too favorably.

Because of a short season much of the tobacco was cut before it had fully matured, a very undesirable factor, and it is therefore a serious problem as to what the tobacco may develop in the sweating process, and consequently the crop does not bring the price of several previous years.

At best the 1907 crop tobaccos will not be in a marketable condition for some months, and if in the meantime the manufacturer finds himself forced to replenish his stock he will be obliged to pay the price which the market may then command, be it more or less than goods can be gotten for at this time.

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PHILADELPHIA, APRIL 15, 1908.

THE LOCAL TOBACCO NEWS

The leaf market was far from active during the past week, but, to use the vernacular of the street, there was at least something doing, and jobbers have done a little trade in a small way even if only enough to keep their time occupied. No transactions of any real importance nor of any special type of domestic leaf tobacco were reported during the week.

There was some little business in Sumatra tobaccos, in which old goods have seemed to arouse renewed interest, believed to have been caused by reports concerning the general characteristics of the new leaf which is just now being brought into this country.

The Havana market remains practically unchanged with no over-abundance of stock. Importers are not inclined to make any undue concessions in price for desirable tobaccos. If the prices be at all along the ideas of the manufacturer the goods are being taken up readily.

The cigar manufacturers of this city seem in a very much more hopeful spirit for a thorough revival in trade conditions than they have been at any time since New Year. Orders received from the more distant points in particular have been encouragingly good in size, and local trade is at least keeping up to the later standard of volume.

That the cigar trade of the First Pennsylvania District has not suffered to the extent that some other districts have is shown in the report of the Collector of Internal Revenue, which shows an output in this district of 49,192,530 during the month of March, and which as compared with 55,910,470 output of March, 1907, shows a falling off of nearly seven millions. Large as this seems, it is a much more favorable comparison than can be shown by any other district in the country.

A local daily paper recently published a special edition in which was comprised a total of 118 pages. In its columns it referred eloquently to the vast and diversified manufacturing industries of this city, but not one word was contained in it which referred to the cigar and tobacco trade, notwithstanding the city's pre-eminence in that line, for within its borders are located the headquarters not only of a number of very extensive cigar manufacturing industries but also the oldest and what is claimed to be the largest independent tobacco manufacturing establishment in the United States, that of Frishmuth Bros. & Co. It is, however, difficult for us to assign any good reason for this apparent oversight, and we certainly would not wish to think that it was due to any apathy on the part of the trade.

The weather conditions are now much more favorable to the retail trade than any we have had so far this year, and the more progressive of the dealers are taking time by the forelock and are actively overhauling their stocks and weeding out such undesirable goods as they find they may still have on hand, which will be disposed of even at a sacrifice as quickly as possible. They are ordering a little more freely of new stocks with which to replenish, and are putting their places in apple pie order in anticipation of a better spring and summer trade.

Members of the minor city judiciary, of which Magistrate Gorman is a member, and associated with the Anti Cigarette League and Charles J. Walker, of the Juvenile Protective Association, are back of a crusade which has been inaugurated to stamp out an alleged violation of the law on selling cigarettes to minors and small boys.

Work has begun in the district of the Twentieth and Federal streets station, where evidence has been found against fifteen tobacco dealers, and against whom warrants have been sworn out. Their hearings will take place Monday afternoon at 251 Girard avenue.

In most cases the offending dealers have been accused by the boys to whom they have sold. Agents for the various societies on the lookout for juvenile cigarette smokers have taken them before Magistrate Gorman, who released them when they told where they bought the cigarettes and placed their signatures upon affidavits.

A majority of the corner tobacconists of the district have been implicated, showing how generally the illegal sale has been carried on throughout the city.

Dealers upon whom warrants have already been served are: M. McLaughlin, 2119 Dickinson street; A. M. Waters, Mole and Tasker streets; E. T. Seville, Fifteenth and Tasker streets; William Kendall, 1402 South Twentieth street; Edward Devlin, Twenty-second and Tasker streets; J. Huelamon, Twentieth and Ellsworth streets; Mary Lavinda. Twentieth and Kimball streets; William Greenlitz, Twenty-first and Ellsworth streets; J. Meyers, Twenty-second and Ellsworth streets; Edward W. Wilson, Twenty-third and Ellsworth streets; John McCune, Twenty-second and Alter streets; W. R. Thomas, Twenty-first and Kimball streets; Mrs. Green, Twenty-fifth and Kimball streets; A. J. Smith, Cleveland and Washington avenues and John Doe, address not given. There are several others who will probably be arrested before the hearing takes place.

The law under which the prosecutions are brought was passed by the Legislature of 1903. It provides that any dealer selling cigarettes to a person under 21 years of age is liable to a fine of $300 and imprisonment. Tobacco in other forms may be sold to boys more than 16 years old.

A very destructive fire occurred last week at the lumber yard of Sheip & Vandegrift, and the damage is estimated at $75,000. The fire was first discovered in the dynamo room and it was only by the most heroic efforts of the firemen that the flames were kept from consuming the entire plant and possibly destroying the entire city block.

J. J. Tracy, of Gumpert Bros., has just returned from an extended trip to the South where he met with excellent success with his firm's product. Active preparations are now going on for the removal and concentration of their factories into the premises formerly occupied by Sig C. Mayer & Co. at 417 Locust street, and where the office headquarters will hereafter be also located.

Thos. E. Fearon, of the Fearon Cigar Banding Machine Co, this week started out to see the trade in the interest of the new banding machine which, by reason of its exploitation, is now attracting widespread attention.

This device, which was referred to at some length in last week's issue of The Tobacco World, is the result of several years of diligent work. The inventor is James J. Fearon, who stands in the front ranks as a mechanical engineer and machinist. This is not his first appearance as an inventor, as he has made a number of successful inventions now in general use. He was induced to undertake the development of such a machine, and was at all times assisted by his brother Thomas E. Fearon, who as a cigar manufacturer knew the actual need of such a machine, and who had, of course, practical knowledge of what would be demanded of it, and of the factory conditions under which it would be used. As a result, it is claimed, there has been produced a machine which is not only mechanically perfect but thoroughly practical from the cigar manufacturer's view point, and in which every possible objection that might have been made to a banding machine has been successfully eliminated.

Joseph Meyers, treasurer of the Cortez Cigar Co., of Key West, Fla., has been a visitor in this city recently accompanied by Mrs. Meyers, who is visiting relatives here. During Mr. Meyers' stay here he made his local headquarters with the Boch-Griffin Co., proprietors of the cigar stand "In The Corridor" of the Real Estate Trust Bldg. at Broad and Chestnut streets, who are extensive handlers of the Cortez product.

After closng a good sized transaction in Havana leaf tobacco, Julius Vetterlein, head of the well known Arch street importing and packing house of J. Vetterlein & Co., left last week for Lancaster where he will make a tour of inspection of the leaf markets. His firm is this year putting up a nice packing of Pennsylvania tobacco.

John N. Kolb, of the Theobald & Oppenheimer Co., returned on Wednesday last from his Sumatra purchasing expedition to Amsterdam, and expressed himself as being very well pleased with his selections of this year's tobacco, of which he says he has secured at least enough to carry the firm over until the fall inscriptions. H. C. Gresh, of W. K. Gresh & Sons, Norristown, who accompanied Mr. Kolb to Amsterdam, has not yet returned, having decided to attend the inscription which was held in Amsterdam April 10, after which he will also return to the United States. Mr. Rigby, of the T. & O. Co. is now at the company's headquarters here, and will remain for some little time.

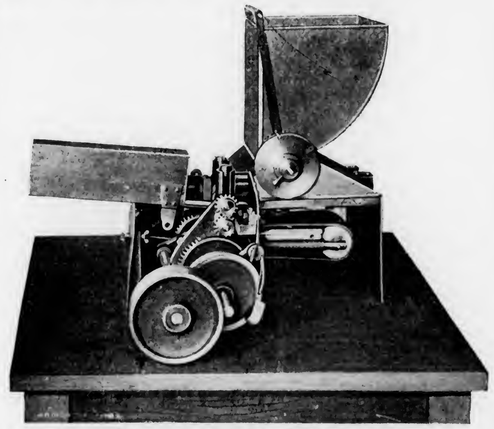
Chas. S. Cameron, who recently bought the drug store at Fifty-second and Spruce streets, to which is attached a considerable cigar trade, is now specializing in that department quite effectively. Last week he was featuring the Capitano cigar, manufactured by F. H. Belt, of Schwenckville, and which is being distributed here by Goldsmith & Arndt. There is also an excellent demand at this store for high grade clear Havana goods, such as Duncan & Moorehead's Marcello, T. H. Hart & Co.'s Leda, and others. The Abraham Lincoln 5 cent cigar and other products of the La Hilda Cigar Factory, of this city, have heretofore also been strong favorites of this establishment.

Al. Metzger, of Berriman Bros., of New York, has lately been making the rounds of the trade in this city and was the recipient of some nice sized orders.

For Genuine Sawed Cedar Cigar Boxes, go to Established 1880
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

Take no other but the Genuine
Established 1869
Incorporated 1893
Juan F. Portuondo CIGARS

Registered in U. S. Patent Office
Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark and Signature of Juan F. Portuondo
There are more IMITATIONS of this old established and JUSTLY FAMOUS brand of cigars than any other cigar in the world.
MANUFACTURED ONLY BY
The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia.

AT LAST! A Cigar Banding Machine Perfect in Every Point
The Fearon Cigar Banding Machine
Bands 30,000 to 150,000 cigars a day.
Cannot injure or rough up the wrapper.
Easily operated by inexperienced hands.
Places bands on perfectly straight, anywhere you wish and never permits bands to stick to wrapper.
Saves wages of twelve to twenty-five employes, also floor space occupied by them.
Cost so low that you cannot afford to be without it.
Absolutely simple, sure and satisfactory.
We have no shares to sell. Our business is solely to supply you with Banding Machines.
¶ A postal card will bring full terms and particulars

Size, 10 x 10 x 10 inches. Weight, 12 pounds.
Runs by any power, or hand or foot power. Does not crowd any table.
Can be moved about. May be used with or without hopper.
The machine is entirely covered and protected from dust, etc.
FEARON CIGAR BANDING MACHINE CO., 405-406 Betz Bldg., PHILADELPHIA

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers
Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & CO.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart
Dallas Cigar Co
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna

CIGAR MOLDS
Highest Grade Mold at Lowest Price.
Write for Catalogue of 1,500 Shapes.
The American Cigar Mold Co.
1931--1935 Western Ave., and
1201--1209 Dayton Street,
Cincinnati, Ohio.

Very satisfactory progress is being reported by Henry Schaeffer, of South Fifth street, who is now beginning to receive good sized duplicate orders on his various brands.

George Valentine, of A. S. Valentine & Son, who has been confined to his home by illness for a couple of weeks, is now much improved and it is hoped that he will soon be about as usual.

H. B. Grauley, at Sixth and Chestnut streets, manufacturer of the Golden Rule and other popular brands, has secured the services of Wm. H. Hamilton as a traveling salesman. Mr. Hamilton will cover the South and West.

H D Narrigan & Co., the well known cigar jobbing house, have secured the distributing agency here of the E. H Gato Cigar Co.'s Key West products, and will carry an extensive line of those goods.

L. Balistocky, a cigar manufacturer located at 1247 North Second street, has purchased the cigar business of F. Wolf, at 504 North Eighth street.

I. M. Strasser, a leaf tobacco dealer of Albany, N. Y., was a recent visitor in the leaf market of this city.

The Genesee Leaf Tobacco Co., of Rochester, N. Y., was also represented in the Philadelphia leaf market lately.

Kentuckians Migrating.

Since the night riders began their depredations in Kentucky and the edict went forth there, two months ago, that no tobacco should be raised this year, hundreds of Kentuckians are crossing the Ohio River and seeking homes in Indiana. More than one hundred families have thus located in Switzerland county within the last sixty days, and it is more than likely as many more have located in every Ohio River county in the State. All going to Switzerland county will engage in tobacco culture. Most of them are good, thrifty citizens, and many are buying farms, while others are renting.

—The Deliame Tobacco Co., of Chicago, has been organized with a capital of $30,000, to deal in tobacco. The principals of the company are Wm. Edward Williams, Henry Schrott and Herbert S. Duncombe.

HUNTER BEST FOR A NICKEL
is all to the front; made by
EL DRACO CIGAR MFG. CO., Philada.

SPECIAL NOTICES.
(12½ cents per line, 8-point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LaSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

L. BERNFELD
Cigar Broker
West Haven, Conn.
2 5tf

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

CIGAR MANUFACTURER with long experience in the business desires to run a branch factory of about 25 hands capacity in the First District Penna. Write, for particulars, P. O. Box 32, Richland Centre, Pa. 4-15h

WANTED—Good, reliable Salesman to handle a full line of Non-Union Cigars in Ohio and Illinois on Commission. Address Manufacturer, Box 9, care of Tobacco World, Phila. 4-15c

WANTED—By a New York Broker, a line of Union Cigars, from $20 per M up; also Non-Uunion Cigars from $9 per M up. Address Broker, Box 8, care of Tobacco World, Phila. 4-15tf

FOR SALE.—A second-hand all-glass Floor Case, 13 ft. 6 in. long. Can be seen at Smith's Pharmacy, 1933 Tioga St. No reasonable offer refused. 4-8h

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

EXPERIENCED Cigar Foreman open for position. Address Box 7, care of Tobacco World, Phila. 4-15c

E. ROSENWALD & BRO.

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES. AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

NEW CIGAR BANDING MACHINE.

The International Cigar Banding Machine Co. has had on exhibition since April 1st, at the establishment of Wm. Steiner, Sons & Co., lithographers, at 257 to 265 West Seventeenth street, New York, one of the most ingenious machines that the tobacco trade has had an opportunity of seeing since the advent of the suction rolling tables. And, not unlike the suction tables for wrapping cigars, suction or air vacuum is an important feature of this machine which automatically wraps a band around the finished cigar, which until recently has had to be done by hand, making it necessarily a slow, tedious, and more costly work.

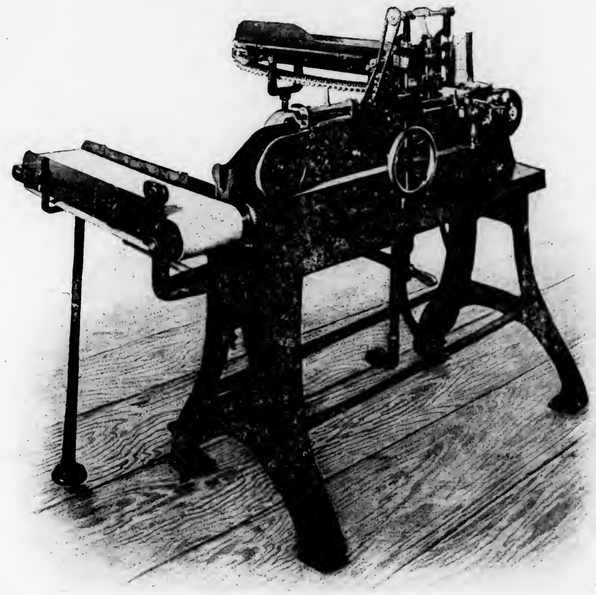
This machine is due to a development of inventive genius at the hands of Francis H. Malscay, and the demonstrations which are now being daily made show the thorough practicability of its working operation. Not only is this daily demonstration going on, but there is one or more machines in constant use in one of the largest cigar factories in New York, where its capacity and perfection has been thoroughly tested, and pronounced marvelously excellent. A few minor changes are being made to make it the acme of perfection.

The International banding machine has a capacity of from 50,000 to 75,000 cigars a day, depending entirely upon the deftness of the one operator which the machine requires. When the cigars have been placed in the machine they are not again touched. By means of a vacuum disc the bands are taken one by one from a pile and by an endless belt carried to a desired point ready to receive the cigar, and being then carried along on the endless belt the operation of placing and securing the band is complete when the cigar emerges from the belt in a belt tray seen on the left of the machine, as per cut herewith shown.

The machine occupies about 3½ square feet of floor space, is almost noiseless in operation, and the cost of banding by its use is reduced to a mere nothing.

During the past two weeks of this exhibit the place has been visited by many large and interested manufacturers who have made a critical inspection and declare their argeeable surprise at the mechanical perfection of this truly wonderful invention. It is the intention of the company to let the machines out on royalty at a moderate rental, by which means it will be well within the reach of even small manufacturers.

THE INTERNATIONAL CIGAR BANDING MACHINE



The exhibition as above stated will be continued indefinitely and inspection can be made any day, by applying at the offices of Wm. Steiner, Sons & Co., seventh floor Steiner Building, 257-265 West Seventeenth street, New York.

Greater New York News Letter.

(Concluded from p. 10)

Upmann factory in Havana, and a banker of international reputation.

Mr. Upmann will make only a short stay in New York, and came here specially to have a conference with Mr. Landau, their United States representative, who returned to New York from the West to meet Mr. Upmann, who will sail tomorrow for his home in Hamburg, Germany.

• • •

Hussey's Removal.

The A. Hussey Leaf Tobacco Co. is this week removing to its new and larger quarters at 127 Maiden Lane, formerly occupied by I. Bijur & Son.

Trade Notes.

The Asman Tobacco Co. has been orga ized in Brooklyn, with a capital of $2 000. The directors are Israel Cohen, 56 Siegel street, Sadie A. Koenig, 42 Graham avenue, and Abraham Nimovsky, 67 Grattan street, all of Brooklyn.

E. I. Alexander, of Jos. S. Gans & Co. is at present inspecting the firm's holdings of Pennsylvania, at their Lancaster warehouse.

John H. Duys, of H. Duys & Co., is expected back from Amsterdam this week. The firm secured at the last inscription a parcel of 600 bales of S. K. Deli.

Joseph Kopperl, of the lithographic firm of Wm. Steiner, Sons & Co., sailed for Europe last week, to visit a daughter who is receiving her education abroad.

Leopold Loeb, of Philadelphia, was at the local offices of Julius Marqusee & Co. on Friday last. In the evening he was joined by Louis Bythiner, a well known Philadelphia broker, who accompanied Mr. Loeb to his home city.

Manuel Lopez, of Calixto Lopez & Co., proprietors of the Eden Cigar factory in Havana, has just returned from a visit to the island.

Charles Cressman, of A. R. Cressman's Sons, Philadelphia, was visiting Gotham last week.

Sig. C. Mayer, of Sig. C. Mayer & Co., Philadelphia, was another visitor in the leaf market here.

Lewis Bremer, of H. C. Nolan & Co., Landsdale, Pa., was in the Water street section during the week.

—Le Seuer Brothers have purchased the cigar business of Will E. Clark & Co., at Danville, Ill.

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an
Exclusive line of

NICKEL GOODS

Which can be recommended for
Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

Miami's Bid for Factories.

Miami, Fla., April 11.

The Miami, Fla., Board of Trade has obtained possession of a tract of land adjoining this city which has been divided into lots now being sold, and the proceeds are to be used as a means to securing cigar manufacturing industries for Miami.

The Board has issued a booklet entitled "How to Secure Cigar Factories for Miami," which is now being distributed.

Change in Nebraska Factory.

Beatrice, Neb., April 10.

The cigar manufacturing firm of Laschewski & Summers, proprietors of the Queen City Cigar Factory on North Sixth street, has been dissolved, Mr. Summers retiring and Mr. Laschewski continuing the business.

The firm has been organized about a year and has built up a large business. Mr. Summers, it is understood, will assume the foremanship of the Coke-Kohout cigar factory at Wymore when that institution is ready for business.

Grand Rapids Factory Removal.

Grand Rapids, Mich., April 10.

The Dierdorf Cigar Company has taken a 10-year lease, which goes into effect May 1, for the three stores located at 16, 18 and 20 Crescent avenue, to which place they anticipate moving their factory.

Saginaw Cigar Co. Meeting.

Saginaw, Mich., April 11.

The stockholders of the Saginaw Cigar Co. met this week, and elected these directors: Peter Beck, Chas. E. Lown, William J. Mertz, Frank S. Novak, Wm. H. Foot, Henry Steller, Leopold L. Pearson, Henry F. Schuch and George Petre. The directors elected Mr. Lown President, Mr. Mertz Vice President, Mr. Foot Secretary and Mr. Beck Treasurer. The President appointed the following committees: Building, Peter Beck, Frank Novak, Wm. Mertz, Henry L. Schuch, Wm. H. Foot; Finance and Auditing, Leopold Pearson, Henry Schuch, Frank Novak; Purchasing, George Petre, Frank Novak, Henry Steller.

Snobkins' Smoke.

Young Snobkins, the drygoods clerk, was lolling in the smoking room of a fine hotel which he frequented daily (after luncheon) smoking his cigar when one of his fellow clerks entered.

"Holloa, Snobby!" said the newcomer cheerfully. "For mercy sake, put out that disgusting weed!"

"Disgusting weed, indeed!" said Snobkins indignantly. "When I do give a quarter for a cigar—"

"Yes," interrupted his friend unkindly, "when you give a quarter for a cigar—you get twenty cents change."

HEADQUARTERS FOR
Wisconsin Tobacco
L. B. CARLE & SON
Packers and Dealers — JANESVILLE, WIS.

UNION MADE ..... ALL QUALITY ..... UNION BOXES

H. G. BURKY

MAKER

10c. HAND MADE HAVANA CIGAR 10c. — 5c. A HIGH GRADE CIGAR FOR 5c.

Write for Samples and Prices

FACTORY No. 1898, FIRST DISTRICT, READING, PA.

EDWARD E. SIMONSON

Packer of and Dealer in

Leaf Tobacco

Tobacco Bought and Packed on Commission

Stoughton, Wis.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a pleasure to look over our Samples

Samples cheerfully submitted upon request — P. O. Box 96

CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specialty

32 and 34 East Chestnut Street, Lancaster, Pa.

W. B. HOSTETTER & CO.

Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue.
York, Penna.

We Make SCRAP FILLER for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

Nos. 49 and 51 West James Street
Lancaster, Pa.

H. H. MILLER

Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock
327 and 329 North Queen Street
LANCASTER, PA.

MILTON H. RANCK

Packer of
Penna. Broad Leaf
Dealer in
All Grades of
Domestic Cigar Leaf
Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

J. K. LEAMAN

Packer of and Dealer in

LEAF TOBACCO

142 North Market St.

United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN

Packer and Dealer in

Leaf Tobacco

Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of
Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA. — MAIN OFFICE: Lancaster, Pa.

The York Tobacco Co.

Packers and Jobbers in
All Grades of
LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco — York, Pa.

N. D. ALEXANDER, Packer of and Dealer in **LEAF TOBACCO**

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. — Lancaster, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 53 Fifth Avenue.
F. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street.
L. S. SCHOENFELD, Mgr.

Capacity 25,000 per day — Telegraph—YORK, PA.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor

Manufacturer of FINE CIGARS

Holtz, Pa.

⊙ LEONA BLAND ⊙

Pretty Bessie
York Nick . . .
Best Known .
} 5c.

TWO CRACKER JACKS---2 for 5 Cents.

OAK MOUNTAIN BOUQUET BOSTON BEAUTIES PURO
PORTO RICO CROOKS

Correspondence with the Wholesale and Jobbing Trade Only Invited

The Moehle Lithographic Company
Clarendon Road & East 37th St. Brooklyn, N.Y.
Branch Office
171 East Randolph St. Chicago Ill.
Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

A SLIGHT BETTERMENT in YORK

City Cigar Factories Generally at Work, but Short Time Rules.

York, Pa., April 13.

There is a slight improvement noted in the condition of the cigar industry in some sections of the county. The city factories are working moderately, but none are in any way pushed with orders, and short time is still the rule.

York county tobacco is not being bought up so rapidly, although some shipments are being made from the lower end of the county, mostly to Lancaster. C. W. Bitner & Co., of Lancaster, are receiving several carloads at Felton this week.

The cigar business is still dull at Felton and vicinity, and while most factories are working all are on limited time.

T. J. Smith, a cigar manufacturer from Altoona, has been for some time assisting F. O. Noll to get his cigars packed and fixtures ready for shipment to Altoona, where they will operate a cigar manufacturing establishment. Mr. Noll closed his factory here on account of the dullness of trade. They will leave in a few days.

The Raab factory, in the Wambaugh Building at Glen Rock, began operations again last week after a several weeks suspension owing to dull business

Arthur Doll has purchased the cigar business formerly owned by his father, Jacob Doll, at Saginaw. He will increase the force of workmen and make improvements to the plant.

C. A. Rost, of Red Lion, tobacco dealer, has begun the erection of a new warehouse on West High street.

Peter McGuigin has closed his Red Lion cigar factory for an indefinite period, and Isaac Kohler, of Yoe, has resumed operations at his Red Lion branch factory.

The several cigar factories at Spry are all working on a limited output at present.

There have been a number of leaf salesmen in York this week, and they are a unit in declaring that trade is anything but brisk.

Noah Gillen has returned from another visit to the tobacco centers of Wisconsin. Mr. Gillen has been dealing extensively in Wisconsin leaf since the first of the year.

L. J. Smith & Co., of Red Lion, have taken possession of their new cigar factory building, which, although not yet finished, affords them the facilities which they have needed.

—Clamment W. Ewers has purchased the cigar business of George Kraft, 1120 Main street, Keokuk, Ia.

—R. B. Jones & Co. has been incorporated at Richmond, Va., to do a cigar business, with capital of $10,000. The officers are: Jas. J. Pollard, President; R. M. Pollard, Vice President, and R. B. Jones, Secretary and Treasurer.

A. HUSSEY
LEAF TOBACCO CO.

THE BEST ORGANIZED
MOST COMPLETE AND
LARGEST MAIL ORDER
LEAF TOBACCO
ESTABLISHMENT IN
AMERICA

NEW YORK
CHICAGO
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STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nes. 84—86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Dell Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
Lead Seals and Stencils
QUAKER CITY
STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.
(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section.
Fine Handling Superb Quality

Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

HERMAN DELLE
York, Penna.

Maker of
Delman 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: The Bear, The Cub, Essie, and Matthew Carey

W. R. DAUGHERTY & BRO.

Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

GEO. W. PARR
Manufacturer of
Fine Cigars
Littlestown, Pa.

MAKER OF
Fernside and
Lord Wharton
Five Cent Goods
Sold to the Jobbing Trade only.
Correspondence invited

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

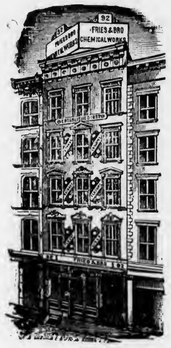
R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Established 1870 — Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses


FRIES & BRO.
92 Reade St., NEW YORK
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the . . .
WORLD-RENOWNED
SPANISH BETUNS
Only Non-Evaporating
Cigar and Tobacco Flavors
SWEETENERS, ETC.
Sample Free The Most Popular Flavor since 1855 Please Write for Them
Guaranteed to be the Strongest, Cheapest, and Best

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

CIGARETTE PAPERS.

Practically the World's Supply is Made by France.

Rice paper, with which cigarettes are made, has nothing to do with rice, but is made from the membranes of the bread fruit tree, or more commonly of fine new trimmings of flax and hemp.

France makes cigarette papers for the whole world, says the London Tribune, the output of Austria and Italy being insignificant.

Cigarette paper should be of the very best and purest quality obtainable, and every effort is made by manufacturers to provide a paper free from injurious elements and effects.

All the alleged harm of cigarettes is due to bad paper, the deadliest thing a smoker can consume. This manufacturers have recognized, and the cigarette paper is now as pure and perfect as possible.

So light is it that 500 of the tiny sheets go to the ounce. They are perfectly combustible and give off the minimum of smoke. Before being rolled with tobacco they are analyzed to prove that they are free from all deleterious ingredients and that they contain nothing but the purest paper fibre.

Only new material—flax and hemp trimmings—is used, and these are thoroughly purified. Chopped by machinery into minute particles, they are well mixed by a revolving fan and then reduced almost to dust. This is placed in a solution of lime and soda.

In order that every foreign substance may be eliminated it undergoes a thorough washing process, the water being obtained from artesian wells sunk for the purpose. The pulp is again crushed and rolled out into paper. This is of a grayish tinge, and the pure white of the finished leaf is obtained by an electric process, which also cleanses it of all possible impurities.

Leaf Tobacco Markets

CONNECTICUT VALLEY.

Will these cold winds ever come to a stop so that farmers can sow their tobacco beds? If they do not, I am afraid the farmers of Wisconsin will get ahead of our own farmers, for I notice that they have begun to lay their plant beds. But had they been in Massachusetts they would have been obliged for the past week to have used a pick in order to have loosened the soil, for the thermometer has been below 20 degrees for the last three or four mornings.

But the time is not far off when we must attend to the sowing of the tobacco seed if we mean to get a crop this year, and with the experience of last season vividly in the minds of many, I think there will be a struggle to get our seed in early and try to get an early start this season.

Our correspondents write:

Wethersfield, Conn.: "We have had a few sales of tobacco lately. E. R. Smith, G. F. Warner, J. Eagon, J. S. Wells and Churchill Bros.' crop of 1907 at probably about 11c through, to Hartford parties mostly."

North Hadley, Mass.: "Tobacco is about all sold in the bundle, or has been sorted and boxed. About 330 acres has been sold in the bundle. Farmers are making tobacco beds and buying fertilizers for another crop. There will be no change in the acreage."

Conway, Mass.: "A few of the growers have started another crop by sowing the hot beds the past week. There will be no increase in acreage here this year, rather, I think, a little falling off."

North Hatfield, Mass.: "There has been no stir during the past week in the tobacco trading. But the farmers are making preparations for the crop to be grown in this vicinity the coming season. I think the acreage will not be reduced to any considerable extent. —American Cultivator.

EDGERTON, WIS.

The buying of the tobacco crop goes steadily on and the movement is each week cutting out large slices from the unsold portion. While the great bulk of the sales are made at seemingly bargain prices, seldom raising the 6 cent figure, and much of it around filler prices, there are some lots moving at a fairly remunerative basis. The following transactions show the range of prices:

Ole Vold, 10a at 9 and 6c asst.
Gilson & Anderson, 9a at 9½c asst.
A. Asleson, 9a at 9½c asst.
Ole Peterson, 9a at 9, 6 and 2c asst.
E. C. Stebbins, 5a at 5½ and 2c.
M. Higgins, 5a at 5 and 2c.
B. Montgomery, 5a at 6c.
A. M. Neidley, 5a at 5 and 2c.
Anson Bliven, 5a at 4c.
F. Handtke, 8a at 3c.

The cured leaf market is as yet under a cloud that shows no silver lining. Packers are hoping and waiting the return of better business conditions than at present appears in the eastern centres. We learn of the sale of a few hundred cases of forced sweated Wisconsin at figures lower than old stock is held at and yet returns a profit to the seller.

Deliveries at receiving points continue liberal for growers are anxious to complete this work before entering upon their spring seeding.

Warehouse handling at the packing points is dragging because of the shortage of help. Two or three hundred hands could find employment for several weeks to come in this market and the same complaint is noted elsewhere in the tobacco section.

As yet very little has been done toward starting the seed beds as suitable weather conditions have not yet arrived.

Shipments, 910 cases.—Reporter.

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade Seed and Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge
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CIGAR BOXES
SHIPPING CASES
LABELS
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RIBBONS
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Cigar Manufacturers' SUPPLIES
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51 Market Street
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Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

American Protectorate
A Choice 5c. Cigar
Handsomely Packed and put up in Several Popular Shapes and Sizes
Manufactured by
Himmelberger & Noll.

ROBESONIA, PA.

LITHOGRAPHERS AND PRINTERS
312-316 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
NEW YORK
CIGAR LABELS AND BANDS

It Will Remove Rankness from Tobacco
Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
Chaskel Chemical Works
265 West Broadway, New York

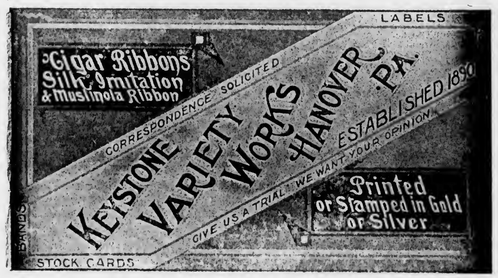
CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc.
MANUFACTURERS
814-832 N. LAWRENCE ST., PHILADELPHIA
SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
CIGAR RIBBONS

CIGAR BOXES

A. KAUFFMAN & BRO.
YORK, PA.

CIGAR BOX LUMBER

Wm. STEINER, SONS & COMPANY
Lithographers
257 to 265 West 17th Street, NEW YORK
SPECIALTIES
CIGAR LABELS ADVERTISING NOVELTIES
IMPORTED AND DOMESTIC BANDS



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CIGAR LABELS
American Lithographic Co.
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CHICAGO. CINCINNATI

Established 1877 New Factory 1904

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DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS,
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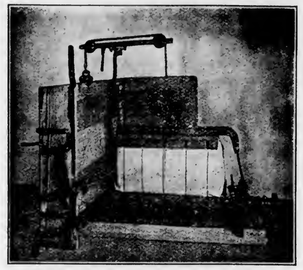
Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE
Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
Labels, Ribbons, Edgings
716—728 N. Christian St. LANCASTER, PA.

Minnich Baling Press

PATENTED MARCH 9, 1897



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TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed Presses

FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

Minnich Machine Works
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

HAVANALLIN
Is Guaranteed to be the Most Powerful and Lasting Havana Cigar Flavor ever produced. We Sell It.
Acme Extract & Chemical Works
E. G. ECKERT, Proprietor. Hanover, Pa.

Patents *Caveats, Trade Marks, Design-Patents, Copyrights, etc.*
Correspondence Solicited
JOHN A. SAUL
Le Droit Building, WASHINGTON, D. C.

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ENGRAVING EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Clear Havana . 10c.
"S. B." Seed and Havana . . . . . 5c.
"KATHLEEN O'NEIL" . . . . 5c.
"VUELTA SPRIGS" The Mellow Cigar . 5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .

STAUFFER BROS. MFG. CO.
NEW HOLLAND PA.

For Sale by All Dealers

VIRGINIA

PERIQUE

MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

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Wm. STEINER, SONS & COMPANY
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257 to 265 West 17th Street, NEW YORK
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Parmenter Wax-Lined
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Afford PERFECT PROTECTION AGAINST
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE
Advertising Medium known.
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Sole Owners and Manufacturers.

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For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed
Presses
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Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

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These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .

STAUFFER BROS. MFG. CO.
NEW HOLLAND PA.

For Sale by All Dealers

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MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

H. F. Kohler

Manufacturer of

High Grade Nickel and Seed and Havana

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Factories, Nashville and Jacobus, Pa.

Main Office, Nashville

Correspondence with Wholesale and Jobbing Houses invited.

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Established in 1881. Vol. XXVIII., No. 17. | PHILADELPHIA and NEW YORK, APRIL 22, 1908. | One Dollar per Annum. Payable in Advance.

Liberman Suction Tables

RECOGNIZED STANDARD

Thimbles made to order to fit any desired shape of cigar head

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. . . MANUFACTURERS OF . . .

CENTRAL UNION .	Cut Plug
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Importers and Packers OF

LEAF TOBACCO AND

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138 Water St. New York

Growers and Packers of

FLORIDA TOBACCOS

Write for Samples

SCHROEDER & ARGUIMBAU

178 Water Street, New York

CHARLES M. GUDKNECHT, PRESIDENT

LA HILDA CIGAR FACTORY
(INCORPORATED)
MANUFACTURERS AND IMPORTERS
231 CHESTNUT STREET
CORRESPONDENCE SOLICITED PHILADELPHIA

W. W. STEWART & SONS
Reading, Pa.
Makers of the
JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
ELI PERKINS
5c.

High Grade Seed and Havana Cigars
Correspondence with Responsible Houses Solicited

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

Wanted—CUTTINGS—SCRAPS—SIFTINGS
EMIL BERGER TOBACCO CO.
Tel. 722 Orchard 6-8-10 Gouverneur Slip, NEW YORK

For Sale { CIGAR SCRAPS—Clean and Sound
Write Us for Prices
EMIL BERGER TOBACCO CO., 6-8-10 Gouverneur Slip, NEW YORK

THE TOBACCO WORLD

Vol. XXVIII., No. 17 PHILADELPHIA, APRIL 22, 1908 One Dollar the Year

T. P. A. PROTESTS

Against the Adoption of the Free Leaf Bill by Congress.

St. Louis, Mo., April 17.

At a meeting of the National Board of Directors of the Travelers' Protective Association of America, held at St. Louis on April 11, a resolution against the Free Leaf Bill was adopted, and the Secretary of each of the 187 Posts of that organization, which is among the strongest in the country in which traveling men in general have an interest, were requested to write to the Senators from their respective Districts asking them to oppose the measure.

The resolution is as follows:

"Whereas, There is a Bill now before Congress known as H. R. 17520, proposing to permit the sale of leaf tobacco to the consumer without payment of tax, and

"Whereas, If this Bill becomes a law the consumption of manufactured tobacco will be greatly curtailed, (particularly natural leaf tobacco, which is principally manufactured by independent tobacco manufacturers), resulting in many traveling salesmen being thrown out of employment, and

"Whereas, Wholesale grocers and wholesale tobacconists, as well as tobacco manufacturers and cigar manufacturers, will be greatly injured by the passage of this Bill, inasmuch as it will greatly reduce the volume of business on manufactured tobacco and cigars,

"Therefore be it Resolved, That the Travelers' Protective Association of America respectfully request that this Bill be not enacted into law."

The adoption of this resolution is due partly to the active energy of Wood F. Axton, President of the Axton-Fisher Tobacco Co., of Louisville, Ky., and who, as a member of the Board, and accompanied by John W. Scharf, Secretary of the Weisert Bros. Tobacco Co., of St. Louis, who is also President of Post A, T. P. A., of the Missouri Division, appeared before the Board and staunchly advocated the final passage of the resolution.

Big Sales of Independent Leaf.

Owensboro, Ky., April 17.

Practically all of the 1907 purchase of trash of the independent tobacco dealers in Owensboro has been sold during the past week, at an average of about $6.50 a hundred. The exact number of hogsheads included in these deals is unknown, but the number will be large.

The majority of the trash will be exported to England. The entire purchase of leaf, lugs and trash of N. B. Cooke, which was bought by Nelson & Phillips, will be exported to England.

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CHARLES M. GUDKNECHT, PRESIDENT

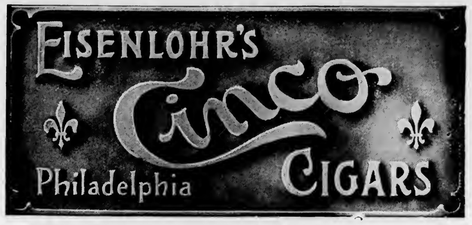
LA HILDA CIGAR FACTORY
(INCORPORATED)
MANUFACTURERS AND IMPORTERS
231 CHESTNUT STREET
CORRESPONDENCE SOLICITED PHILADELPHIA

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Factory 1839. First District Penna.

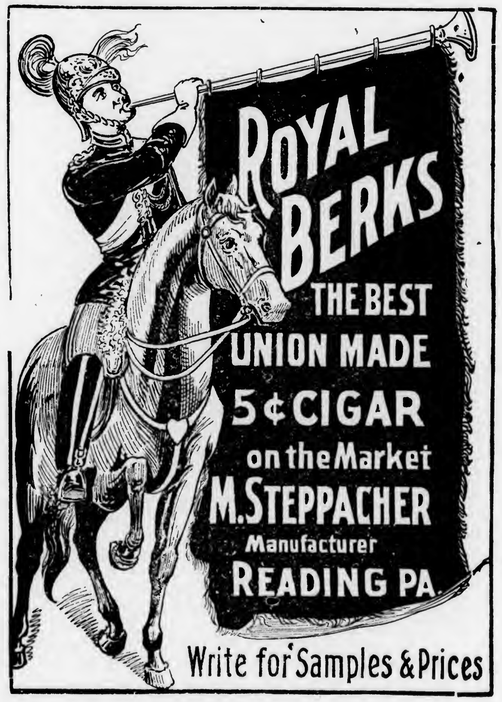
W. K. Gresh & Sons, Makers, Norristown, Pa.



W. W. STEWART & SONS
Reading, Pa.
Makers of the

JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
ELI PERKINS
5c.

High Grade Seed and Havana Cigars
Correspondence with Responsible Houses Solicited



Wanted—CUTTINGS—SCRAPS—SIFTINGS
EMIL BERGER TOBACCO CO.
Tel. 722 Orchard 6-8-10 Gouverneur Slip, NEW YORK

For Sale { CIGAR SCRAPS—Clean and Sound
Write Us for Prices
EMIL BERGER TOBACCO CO., 6-8-10 Gouverneur Slip, NEW YORK

THE TOBACCO WORLD

Vol. XXVIII., No. 17 PHILADELPHIA, APRIL 22, 1908 One Dollar the Year

T. P. A. PROTESTS

Against the Adoption of the Free Leaf Bill by Congress.

St. Louis, Mo., April 17.

At a meeting of the National Board of Directors of the Travelers' Protective Association of America, held at St. Louis on April 11, a resolution against the Free Leaf Bill was adopted, and the Secretary of each of the 187 Posts of that organization, which is among the strongest in the country in which traveling men in general have an interest, were requested to write to the Senators from their respective Districts asking them to oppose the measure.

The resolution is as follows:

"Whereas, There is a Bill now before Congress known as H. R. 17520, proposing to permit the sale of leaf tobacco to the consumer without payment of tax, and

"Whereas, If this Bill becomes a law the consumption of manufactured tobacco will be greatly curtailed, (particularly natural leaf tobacco, which is principally manufactured by independent tobacco manufacturers), resulting in many traveling salesmen being thrown out of employment, and

"Whereas, Wholesale grocers and wholesale tobacconists, as well as tobacco manufacturers and cigar manufacturers, will be greatly injured by the passage of this Bill, inasmuch as it will greatly reduce the volume of business on manufactured tobacco and cigars,

"Therefore be it Resolved, That the Travelers' Protective Association of America respectfully request that this Bill be not enacted into law."

The adoption of this resolution is due partly to the active energy of Wood F. Axton, President of the Axton-Fisher Tobacco Co., of Louisville, Ky., and who, as a member of the Board, and accompanied by John W. Scharf, Secretary of the Weisert Bros. Tobacco Co., of St. Louis, who is also President of Post A, T. P. A., of the Missouri Division, appeared before the Board and staunchly advocated the final passage of the resolution.

Big Sales of Independent Leaf.

Owensboro, Ky., April 17.

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....IMPORTERS of PHILADELPHIA

INTENTIONAL SECOND EXPOSURE

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia

FOUNDED 1855

John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan

FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

Packers of Leaf Tobacco — VUELTA ARRIBA — 107 Arch St. PHILADA.

Established 1825

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

H. VELENCHIK — S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco

118 N. 3d St., Phila.

K. STRAUS — A. LOEB

K. STRAUS & CO.

IMPORTERS OF

301 & 303 North 3rd St.

PHILADELPHIA.

Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in Leaf Tobacco

228 North Third St., Philadelphia

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

and Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The above Precinta, or Warranty Stamp, is only used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these Stamps were made in Cuba by such Independent Manufacturers belonging to the Union.

BE IT KNOWN: That said Guarantee Label only the manufacturers belonging to the Manufacturers' Union have the right to use and to attach on all cigar boxes and other packages of their goods.

COLORS OF THE PRECINTA: Black with pale blue ground; fac simile of the seal of the Presidency of the Republic: dark blue.

Dissolution Rumor and Denial.

(Concluded from p. 3)

These eight men or estates are James B. Duke, Thomas F. Ryan, Anthony H. Brady, Benjamin N. Duke, Colonel Oliver H. Payne, the estate of the late William L. Elkins, of Philadelphia; Peter A. B. Widener, of Philadelphia; and the estate of William C. Whitney.

Ryan owns 60,000 shares of the common stock and draws an income of nearly $2,000 a day, or $600,000 a year, from his trust holdings. Colonel Payne owns 52,000 shares, the Elkins estate owns 10,000 shares, President Duke holds 15,000 shares, and George Arents, of this city, one of the original organizers, hold 12,000 shares. The trust has been doing, until the recent slump, a tremendous profitable business, paying as high as 22 per cent. dividends. The dividends on the preferred are not limited in amount.

DENIAL BY OFFICIALS.

New York, April 18.

James B. Duke, President of the American Tobacco Company, returned today from California recovered in health and full of fight for the foes of his great properties.

Mr. Duke's return ends the report emanating from Richmond, Va., that the American Tobacco Company was about to dissolve or alter its organization. As to the future course of the company Mr. Duke's right hand man, Vice President C. C. Dula, said today:

"This story of voluntary dissolution of the American Tobacco Company is absolutely false and without a shadow of foundation."

SAY THEY ARE NOT AFRAID.

"The company's counsel and attorneys in the pending suit of the Government of the United States are not only not frightened by the evidence gathered in that case, but they advise that the full disclosure of the affairs of the American Tobacco Company made by officers and employes in that case shows most clearly and unmistakably that the company has not in any respect violated the Sherman anti-trust law or any other law."

General Counsel Fuller joined Mr. Dula in characterizing the Richmond report widely circulated in the morning newspapers as a "bold fake." The basis of the story, he declared, "was the fact that the Whitlock machine-made cigar plants of the American Cigar Company, whose stock is owned by the American Tobacco Company, had closed its plants in Richmond, Jersey City and Lancaster, Pa., to reopen as the properties of the Federal Cigar Company.

"If there had been inquiry," said Mr. Fuller, "it would have been found that the Federal Cigar Company is owned by the American Cigar Company, and the change under way is merely the separation of the hand-made and machine-made cigar business, the latter being turned over to the Federal Cigar Company. This is merely a detail to more systematize the work of the Cigar Company."

CHIEFS GAVE EVIDENCE.

Practically all the evidence which comprises the Government's case against the American Tobacco Company is testimony given by Mr. Duke, his four Vice Presidents, the Presidents of the Snuff, Cigar and nearly all other companies associated with the American Tobacco Company.

The Federal action for a forcible dissolution of the combine is scheduled to come up in this city on May 19 before United States Circuit Judges Lacombe, Ward, Cox and Noyes.

The better informed members of the trade who may have read the earlier dispatches would not, of course, place much credence in them, for in the first place, they did not bear the earmarks of an authoritative announcement, emanating as they did from Richmond, while the Chief Counsel are located in New York City, and in the second place the present officials are not so easily persuaded to depart from a certain fixed principle, and which is for anything but retrenchment.

GENUINE CONNECTICUT BROAD LEAF TOBACCO SEED

Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal orders to

WM. L. HUNTTING, E. Hartford, Ct.

WILLIAM L. HUNTTING

Packer, Dealer & Grower of

Leaf Tobacco

Have on hand choice Broad Leaf wrappers and binders, cheap for cash. Choice tobacco seed a specialty.

Office, 812 Main St., E. Hartford, Ct.

STEPHEN F. KETRAN

Interior Wood.. Work..

Makes a Specialty of Fitting Up Cigar Stores

Bank, Church, Office, Store Fixtures and Special Cabinet Work

1615 to 1623 McKean St., Philadelphia

Lynnhaven

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GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.
119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in
Leaf Tobacco

Hipple Bros. & Co.
Importers and Packers of
and Dealers in
Leaf Tobaccos
231 Arch St., Philadelphia
Our Retail Department is Strictly Up-to-Date

AARON B. HESS
Packer of and Dealer in
Leaf Tobacco
Pennsylvania Seed B's and Tops
READY FOR THE MARKET.
Write for Prices.
Office and Warehouse: 630=-636 N. Prince St.
Lancaster, Pa.
Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

SAMUEL HARTMAN & CO.
DEALERS AND PACKERS OF
Domestic **Leaf Tobacco** of All Kinds
CONNECTICUT A SPECIALTY
Office and Salesroom:
313 and 315 West Grant Street
Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

S. Weinberg
Importer of SUMATRA and HAVANA
Dealer in all kinds of SEED LEAF
121 North Third Street
PHILADELPHIA
Tobacco

Keyno
HAVANA SHORTS
2 oz. 5c.

Norristown
Tobacco Works
NORRISTOWN, PA.
Manufacturers of
Havana Shorts
Private Brands for Jobbers a Specialty Samples submitted on application

L. J. SMITH & CO.
Wholesale
Cigar Manufacturers
and Dealers in Leaf Tobacco
Red Lion, Pa.

With Specially Designed Bands.
and PAN ANNA
5c. Cigars
TWO HAVANAS
Two for Five Cents
Correspondence with Responsible Houses solicited.
Private Brands made to order.

Established 1895 Telephone Connection
T. L. ADAIR
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Fine Cigars
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Special Lines for the Jobbing Trade

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LARGEST RETAILERS IN PENNSYLVANIA
148 North Third Street, Philadelphia, Pa.

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Between Season Dullness in Havana Market

Actual Sales of the Week Few and Small, but Holders are Not Pushing their Goods on the Market. Speculations about the New Crop. Cigar Factories Moderately Busy, but Not Rushed to Any Extent.

Special Correspondence of The Tobacco World.)

Havana, Cuba, April 13, 1908.

Although the total sales reported this week do not show such a big shrinkage in the number of bales traded in it ought to be stated that this is owing to several previous transactions being included for statistics' sake, as the actual business done during the past 8 days has been very small indeed. Only two Key West manufacturers and one representative salesman of a New York leaf house have arrived here during the week, so naturally no large transactions could have been made with American buyers. While our leaf dealers would only be too glad to turn over their present holdings, the reports to hand of the coming crop are of such a nature that they are in no hurry to press their stocks, and on the contrary feel more hopeful that not only will the present basis of prices be sustained, but that the market may eventually advance later on.

The cold weather of last winter thoroughly seasoned the 1907 crop, and it is now in a good condition to be worked by the cigar manufactures, having lost its raw taste and mellowed down considerably in the majority of vegas. While there have been better growths than last year, the Vuelta Abajo leaf may now be said to classify as an average crop. Partido in 1907 was superior in quality, and Remedios now is also considered as above the average.

As far as the new crop of this year is concerned, everybody seems to be at sea yet, although the preponderance of opinion seems to be that the quantity will be smaller than last year, and that only a very small proportion of the temprano growth may be of a high aroma, fine in texture, and good in burn. The bulk of the crop is stated to be of inferior styles, spotted, flimsy, or too gummy. It is strange how people in the North last winter became enthusiastic about this year's growth and spread the opinion that it would be fine in quality and abundant in quantity. Now the other extreme seems to prevail as to quality and quantity, and perhaps in a few months we may have to modify our opinion again. The truth of the matter is that until the tobacco has safely passed through the two sweating processes, in the piles and in the bales, nobody knows what the final outcome will be, and as regards quantity it is also extremely difficult to foretell the final result. Some sections have no doubt lost considerably by the prolonged dry weather, while others have not suffered as much, therefore, as no official statistics are kept here by the government, it is almost impossible to form a reliable opinion from the farmers' statements, who naturally expect to get higher prices when the crop is cried down as short. In any event, even if the 1908 growth should be smaller in quantity, there are enough stocks left over from the 1907 growth to prevent any famine of the Cuban leaf in the markets of the world.

Sales

were 2,490 bales in all, comprising 1,370 Vuelta Abajo, 192 Partido and 928 Remedios.

For the United States 700 bales were purchased, for export to Europe 970, and for local consumption 820.

Buyers Come and Go.

Arrivals.—Luis Martinez, of the Luis Martinez Co., George W. Nichols, Henry Nichols, and A. Artolozaga, of G. W. Nichols & Co., Key West; Robert Taggart, of Meyer & Mendelsohn, New York.

Departures.--Francis Taylor and Max Stern, for New York.

Havana Cigar Manufacturers

are moderately active, although, as this is usually the off season, nobody is

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 88

SYLVESTER & STERN
SUCCESSORS TO
LEWIS SYLVESTER & SON
Growers, Packers and Importers of
Havana Tobacco
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NEW YORK 165 Front Street
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In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS
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Commission Merchant
Leaf Tobacco and Cigars
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Almacenistas de Tabaco en Rama
Especialidad en Tabaco de Santa Clara de Primera Clase
Cable: "CASIN"
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H. UPMANN HABANA
BANKERS SHIPPERS AND COMMISSION MERCHANTS
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SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista Neptuno 170--174 Special Partner—Gumersindo Garcia Cuervo

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

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QUALITY ALWAYS RELIABLE

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Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge Y. P. Castaneda

JORGE & P. CASTAÑEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA ***Habana***

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" Correspondence Solicited in English

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM ***Habana***

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

Leaf Tobacco Packing House of A. M. Calzada & Co., Remedios, Santa Clara Province, Cuba.

looking for any big business just now. The independent cigar manufacturers are even better supplied with orders than the trust, which fact may be explained that while the former were on strike, their stocks of leaf had a chance to cure better, while the trust continued to work leaf which was still raw and unfit for use. The consequence is that the trust has lost in the reputation of its cigars, and is carrying a large quantity of cigars on hand here which are unsalable and liable to become worm eaten. So after all the fight of the trust to injure the independents has been a boomerang, which has injured the former more than the latter.

H. Upmann & Co. shipped 700,000 cigars during the past week of their own and other independent brands, and still have enough orders to keep them busy.

Behrens, of the Sol factory, are quite content with the present state of affairs, and have been buying some vegas from the finest section of the Vuelta Abajo to add to their variety of different styles, so as to be able to keep up the standard of their cigars.

Eden is busy.

Buying, Selling and Other Notes of Interest.

Sobrinos de A. Gonzalez have been purchasing colas of Vuelta Abajo for the needs of the Spanish Regie, and at the same time have lessened their own stocks of leaf by a sale of 458 bales of all kinds of leaf this last week.

Jorge y P. Castaneda have commenced their escojida in San Antonio de los Banos, and therefore will be in a position to have some new wrappers to offer to their large clientele of customers early in the coming month.

Rodriguez Bautista & Co. have sold 800 bales of Vuelta Abajo and Remedios during the past three weeks.

A. M. Calzada & Co. shipped 170 bales of 1st and 2nd capaduras of Remedios last week.

Cardenas & Co. were sellers of 200 bales of Vuelta Abajo for export to France.

B. Diaz & Co. will open an escojida of libra de pie and fillers of Vuelta Abajo this week, provided the weather should be suitable, at their own warehouse, Prado 125.

Gonzalez y Miguel made some sales of Remedios.

Sylvester & Stern were buyers again of several vegas, just prior to the departure of Don Maximo Stern per steamship Saratoga for New York, although the exact quantity could not be ascertained.

RECEIPTS FROM THE COUNTRY.

	Week ending April 11 Bales	Since Jan. 1 Bales
Vuelta Abajo	527	14,993
Semi Vuelta	168	1,603
Partido	—	652
Matanzas	7	317
Remedios & S.Clara	970	17,994
Mayari	34	1,659
Total	1,706	37,218

BUYING 1907 IN LANCASTER.

Some Small Lot Sales in the Leaf Market. New Crop is Moving Quite Rapidly.

Lancaster, Pa. April 29.

There was a small amount of business done in old goods during the past week, but it was confined to small transactions.

Buying has progressed quite rapidly of late and a big majority of the crops have now been bought. Nearly every warehouse in the city is in active operation, and large quantities of tobacco are coming in.

A report was circulated early last week to the effect that C. M. Cline, a cigar manufacturer of Terre Hill, who disappeared mysteriously several weeks ago, had returned to his home, but the rumor could not be verified, and in fact it has been practically denied, although it is stated that his friends know his present whereabouts.

Although there is no special activity yet in the cigar trade there is a decidedly better feeling among manufacturers generally, and a far more hopeful aspect now than at any time since New Year.

A. P. Snader, of Ephrata, cigar manufacturer, had a mild stroke of paralysis on Saturday week last, but is slowly recovering, and his friends are

(Continued on p. 16)

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market
Correspondence solicited in English

Monte 156, P. O. Box 595 HABANA, CUBA Cable: "Calda"

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Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

and Commission Merchants

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Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

LUIS MARX

Tobacco Grower

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South Carolina Ave., 200 feet from Beach

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American and European Plan

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ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of Leaf Tobacco
Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, April 21.

New York Leaf Market.

During the past week the leaf tobacco market was again very quiet so far as domestic tobaccos are concerned. What business was done seems to have been brought about largely by the efforts of traveling men now out, and who in visiting various localities find trade conditions varying. The generally lower prices which have been made on nearly all types of domestic leaf, have so far failed to attract any special attention from manufacturers who were not in need of goods for early use. There has been no general onslaught upon prices, and none is likely to occur, because the tobaccos now in packers' and dealers' hands are principally of the 1906 crops with probably a moderate percentage of 1905, but the aggregate quantity is not alarmingly great, and once the industry returns to normal conditions there will likely be need for it all before the new goods are in a condition to work up safely.

The Sumatra market has been fairly steady and some transactions have been reported in both old and new goods. Notwithstanding the slightly more moderate prices of new goods there seems some partiality for old leaf. In view of the present indications that less than a normal supply may be acquired by American buyers at the spring and summer inscriptions, it seems likely that stocks of old goods will be pretty well depleted before the fall inscriptions can be depended on for further supplies.

In Havana tobaccos a moderate business has been done and was retarded in volume only by the limited supplies of the types most sought for.

• • •

The Cigar Industry.

This branch of the industry is finding a little more encouragement in trade conditions, although it is yet far from really active. Indications, however, are that there will be a steady increase from this time forward, judging from reports which are coming in from various sections of the country. The more distant points, from which a considerable volume of business is usually received, are gradually resuming greater activity, and that is bound to sooner or later revert to the benefit of the whole trade. As it is, forces are being increased in moderate numbers.

• • •

Leaf Board Meeting.

A spirited meeting of the New York Leaf Tobacco Board of Trade was held on Tuesday afternoon last, at the local headquarters of the organization, 141 Maiden Lane.

One of the most important matters acted upon was the adoption of a resolution advocating a specific uniform rate of duty on tobacco imported into this country, and instructing the delegation which will represent the New York Board at the next meeting of the National Cigar Leaf Tobacco Association, which will convene in Philadelphia on May 11th, to urge the adoption of a similar resolution by the National organization.

The resolution is as follows:

"Resolved, That the Tobacco Board of Trade, realizing that an opportunity of securing a revision of the tariff is at hand, directs its representatives to the National Convention in Philadelphia to present, and use all honorable means to secure the passage of the following resolution in unamended form:

"Whereas, The differential rate of duty now existing on cigar leaf tobacco is wrong in principle, unfair in application and a menace to the honor of the trade in practice, therefore be it

"Resolved, That the leaf tobacco trade of the United States recommend the adoption by the Government of the principle of a specific, unifrom rate of duty on all cigar leaf tobacco imported into the United States."

The following members of the trade were elected trustees for the ensuing year: A. Cohn, F. Cranz, Joseph Cullman, Sr., F. M. Dolbeer, Joseph Ertheiler, Marco Fleishman, Charles Fox, Sig. H. Koenig, A. E. Kraussman, Benno Neuberger, Chas. Vogt, Frank Bach, G. W. Spitzner, H. S. Rothschild and Jerome Waller.

Delegates to the National Association are as follows: A. Bijur, G. W. Spitzner, F. Cranz, L. Schmid, H. S. Rothschild, Leonard Cohn, Julius Lichtenstein, Sig. H. Koenig, E. A. Kraussman, Jerome Waller, F. M. Dolbeer and Frank Bach.

The alternates are James Ertheiler, Joseph Hoffman, Joseph Cullman, Sr., M. L. Gerschel, Marco Fleishman, Moritz Neuberger, Celestino Lopez, Allie Sylvester, Chas. Goldschmidt, F. Jacoby, Sig. Schleuchterer and Carl Vogt.

The election of officers was next taken up and resulted in a unanimous choice, as follows: President, E. A. Kraussman; Vice President, James Ertheiler; Treasurer, Ferd. Cranz, and Secretary, Chas. Fox.

Jeffreys Again in Bankruptcy.

A petition in bankruptcy has been filed against Arthur Jeffreys, doing business as Jeffreys & Son, wholesale tobacco and cigars, 35 Fulton street, by these creditors: John J. Eshelman, $621; Morris Epstein, $104, and Robert Stanley, $120. It was alleged that he is insolvent and on March 27 transferred the entire business to Frederick P. Kipp and Mrs. Kipp. The business was started 46 years ago. On February 5, 1903, Arthur Jeffreys filed a petition in bankruptcy, with liabilities $40,000, and received a discharge on November 9, 1903. It was said at that time that his failure was caused by the tobacco trust.

• • •

Levi-Blumenstiel Trustees.

Several meetings of creditors of Levi, Blumenstiel & Co. were held during last week at which there arose more or less animated discussion, but eventually three trustees were chosen to take charge of affairs, two of them representing banking interests and one merchandise creditors. They are Alexander Gilbert, of the Market & Fulton National Bank, and President Dickerson, of the Carnegie Trust Co., for the banks, and Aaron J. Bach, on behalf of merchandise creditors.

• • •

Trade Notes.

John H. Duys, of H. Duys & Co., is expected back from Amsterdam this week. He personally attended to the notable purchase of some 600 bales S. K. Deli secured at a recent inscription, and sample bales of which are expected here this week.

Max Gans, of Max Gans & Son, has been sojourning at Mt. Clemens, and is greatly benefited in health. He will soon make a tour of inspection of their Porto Rico plantations.

Joe Mendelsohn, of Mendelsohn, Bornemann & Co., has returned to New York after a stay of several weeks in Cuba. Present conditions on the island are far from pleasing, he said, because of the extreme heat and dryness which prevents tobacco from being taken from the poles, consequently delaying the packing season very seriously.

Moe Gans, of Gans Bros., makers of William the Fourth clear Havana cigars, is on an extended trip to the Coast. He is accompanied by his wife, and may be away several months.

Hamburger Bros. & Co. report a very satisfactory business in Havana tobacco during the past few weeks.

J. G. Spatz, of Reading, Pa., was a visitor in the Water Street district last week.

Emil Wedeles, of Wedeles Bros., Chicago, has arrived, and expects to be joined here by T. D. Hene their Eastern representative.

The Owl Commercial Co. has taken possession of its new quarters at Water and Pine streets.

TRADE MARKS REGISTERED.

THE MODERN. 15,536
For cigars. Registered March 20, 1908, at 9 a. m., by Bobrow Bros., Philadelphia.

THE BOLD. 15,537
For cigars. Registered March 20, 1908, at 9 a. m., by Bobrow Bros., Philadelphia.

GOOD-BYE. 15,538
For cigars, cigarettes, cheroots, stogies and tobacco. Registered March 20, 1908, at 9 a. m., by Soda Fountain and Bar Flavor Co., Philadelphia.

JACK DELL. 15,539
For cigars. Registered March 20, 1908, at 9 a. m., by H. J. Campbell, York, Pa.

GOOD GOODS. 15,540
For cigars. Registered March 23, 1908, at 9 a. m., by H. W. Shaw Co., Philadelphia.

POLTAVKA. 15,541
For cigars, cigarettes, cheroots, stogies and tobacco. Registered March 23, 1908, at 9 a. m., by Soda Fountain and Bar Flavor Co., Philadelphia.

DIFFERENT. 15,542
For cigars. Registered March 25, 1908, at 9 a. m., by H. & E. Kerns, Milwaukee, Wis.

JOLLY ROVER. 15,543
For cigars. Registered March 25, 1908, at 9 a. m., by Edward S. Stumpf, Lancaster, Pa.

VALLEY FORGE. 15,544
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Mar. 26, 1908, at 9 a. m., by Jacob W. Kegel, Freeland, Pa.

WHITE STOCKING. 15,545
For cigars. Registered April 1, 1908, at 9 a. m., by John Hart & Co., Lancaster, Pa.

BLINK. 15,546
For cigars. Registered April 2, 1908, at 9 a. m., by Bobrow Bros., Philadelphia.

GENERAL POLASKI. 15,547
For cigars. Registered April 4, 1908, at 9 a. m., by B. A. Haines, Wilmington, Del.

JIM AND I. 15,548
For cigars. Registered April 4, 1908, at 9 a. m., by K. H. Jacobs, Windsor, Pa.

CHARMEN. 15,549
For cigars. Registered April 6, 1908, at 9 a. m., by J. D. Ryan Co., Cleveland, Ohio.

DAISY GOOD. 15,550
For cigars. Registered April 6, 1908, at 9 a m., by J. D. Ryan Co., Cleveland, Ohio.

QUAKER BELLE. 15,551
For cigars. Registered April 6, 1908, at 9 a. m., by J. D. Ryan Co., Cleveland, Ohio.

QUEENIE. 15,552
For cigars. Registered April 6, 1908, at 9 a. m., by J. D. Ryan Co., Cleveland, Ohio.

QUAKER ROSE. 15,553
For cigars. Registered April 6, 1908, at 9 a. m., by J. D. Ryan Co., Cleveland, Ohio.

HONEY GIRL. 15,554
For cigars. Registered April 6, 1908, at 9 a. m., by J. D. Ryan Co., Cleveland, Ohio.

YALE BUD. 15,555
For cigars. Registered April 6, 1908, at 9 a. m., by J. D. Ryan Co., Cleveland, Ohio.

FASHION QUEEN. 15,556
For cigars. Registered April 6, 1908, at 9 a. m., by J. D. Ryan & Co., Cleveland, Ohio.

KING MIDAS. 15,557
For cigars, cigarettes, cheroots, stogies and tobacco. Registered April 7, 1908, at 9 a. m., by M. Rappaport, Philadelphia.

LADY LIGHT. 15,558
For cigars, cigarettes, cheroots, stogies and tobacco. Registered April 8, 1908, at 9 a. m., by H. W. Heffener, York, Pa.

DOUBLE SEAL. 15,559
For cigars. Registered April 9, 1908, at 9 a. m., by H. W. Smith, Bellingham, Wash.

TWO BEAUTIES. 15,560
For cigars. Registered April 11, 1908, at 9 a. m., by Yetta Pinkwater, Philadelphia.

SHORT TIME. 15,561
For cigars. Registered April 15, 1908, at 9 a. m., by J. C. Wechroth, Salt Lake City, Utah.

SALT AIR. 15,562
For cigars. Registered April 15, 1908, at 9 a. m., by J. C. Wechroth, Salt Lake City, Utah.

V. X. L. 15,563
For cigars. Registered April 15, 1908, at 9 a. m., by E. J. Zudrell, Ephrata, Pa.

(Additional Registrations on p. 12)

WM. L. LIGETY
Established 1889
Commission Merchant IN Leaf Tobacco
EXPORT Phone 3750 John IMPORT
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NEW YORK
We Buy or Sell for You. Write today
Cable Address, "Ligety," New York
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IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

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Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
NEW YORK
ESTABLISHED 1840 CABLE: "NARGIL"

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
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H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

FINANCIAL CONDITIONS IMPROVING.

Slowly but surely the financial situation is improving, and in the near future business, it is hoped, will be moving at its former speed. The hoarding of money by many possessors thereof is asserted to have been a primal cause of the financial slump. Losing confidence in trade conditions many bank depositors withdrew their currency and stowed it away in safe deposit vaults, thus making it almost impossible for corporations and firms to secure cash for their payrolls and usual necessities. The brunt of this adverse condition has been borne by merchants, manufacturers and their employes—usually the parties least able to bear it. Along with other industrial men, tobacco merchants have felt the tight money market, but it is pleasant to note that the trade has generally successfully weathered the storm and takes an optimistic view of the future. With sufficient currency in circulation to carry on business successfully confidence is being restored, and in general there seems no occasion for further worry.

THE LOCAL TOBACCO NEWS

The leaf market has shown no particular improvement since our last report. There has been a moderate business, consisting of small lot sales, which was taken principally for immediate use. Nor has any one type of tobacco been specialized, so far as seed leaf is concerned. April is likely to show less of an increase over March than was anticipated earlier in the month.

Sumatra tobacco has been in moderate demand and made up an important portion of the week's business.

In Havana tobacco there is no change to be reported and sales are less difficult to make than the securing by dealers and importers of a sufficient supply of the desired quality of leaf.

The manufacturing industry in this city may be said to be fairly good, considering reports coming from many other points. Although orders are only coming forward in goodly volume from certain limited sections, yet they have been sufficient to keep the trade in fair shape.

Jobbers and retailers find conditions somewhat improved and that fact is attributed more to the favorable weather than any other one thing. Local retailers are taking full advantage of the nice days in opening their doors wide, which is in itself an invitation to all transient trade, and many are benefited by it.

The many friends of Geo. H. Valentine, the present senior member of the well known cigar manufacturing firm of A. S. Valentine & Son, will be shocked to learn of the death of Mrs. Valentine, which occurred at her home at Womelsdorf, Pa., on Saturday last, after a lingering illness extending over a period of many months. Mrs. Valentine, who was a most estimable lady, was widely known in the local community and highly esteemed by all who knew her.

Our deepest sympathy is extended to Mr. Valentine, who has himself not been entirely well for some weeks past, and who is suffering a serious set back through the loss of his wife.

THE TOBACCO WORLD

ESTABLISHED 1881 INCORPORATED 1902

Published Every Wednesday

BY THE

TOBACCO WORLD PUBLISHING CO.

No. 224 Arch Street, Philadelphia

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By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy.
Foreign Subscription, for all Countries of the Postal Union and Canada, $2 00 the Year.

Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, APRIL 22, 1908.

The Bock-Griffin Co. has secured the cigar stand privilege at Willow Grove Park for this season. This privilege is regarded as very desirable for dealers handling only a high class line of goods, because the expense of reaching the Park is almost prohibitive to any but the most desirable class of patrons. It should prove a profitable piece of enterprise for those firms whose goods are handled by the B.-G. Co.

Jacob Labe, of B. Labe & Sons, sailed on the steamer Noordam on the 15th inst., and will attend the remainder of the spring inscriptions of Sumatra tobacco at Amsterdam.

Barnett Eppstein, of the advertising novelty manufacturing firm of Eppstein & Kowarsky, of New York, was a visitor here last week, en route to the Shore for a short sojourn.

Gumpert Bros. are now in possession of their new factory at 417 Locust street, and are rapidly getting things into good running order.

The Cortez clear Havana cigar is being rapidly pushed to the front here. C. W. Saunders, their representative, is circulating in the trade here this week, and has again succeeded in opening several desirable new accounts. This line of goods is being strongly featured by several of our most progressive dealers, and the Acker Quality Shops are among the latest to take them on.

Sig. C. Mayer & Co. have now completed all the detailed arrangements of their new factory at 515 Lombard street, which has been made a model manufacturing plant, and will afford them the increased facilities which were needed.

Hiram Martin, a manufacturer of Windsor, Pa, was in the city last week, and secured some nice orders for the new line of goods which he is now manufacturing on his own account.

T. D. Hene, representing Wedeles Bros., of Chicago, was a visitor this week, showing the trade a line of samples of Florida tobaccos. From here Mr. Hene will go to New York, where he is expecting to meet Emil Wedeles of the firm, who stopped off at Philadelphia last week on his way East.

It has been definitely ascertained that the United Cigar Stores Co. has secured a new store room at Broad and Walnut streets, directly opposite the Bellevue-Stratford Hotel, and which will soon be opened for business.

C. S. Cameron, druggist, at Fifty-second and Spruce streets, who is making a strong feature of the cigar counter, is still adding desirable lines to his stock, and brands of local manufacturers are by no means overlooked. The list already includes: Cincos, of Otto Eisenlohr & Bros.; Paul Jones, of A. S. Valentine & Son; The Krull, of Chas. A. Krull; Penn Station, of Chas. H. Guillium; Havana Ribbon, of Bayuk Bros., and Mint Perfecto, of Godfrey S. Mahn Co., in nickel goods. He is, however, also adding the Abraham Lincoln, of La Hilda Cigar Factory.

In higher priced goods the Lawrence Barrett and La Galope have been recently added, while Goldsmith & Arndt are supplying him with Tom Keene and El Provedo cigars.

Gonzales, Fisher & Co., makers of clear Havana cigars, were represented here recently by N. Mills. The product of this firm is being well received among the most desirable dealers here.

I. H. Hoober, leaf packer of Lancaster, was in this city lately, and was accompanied around the tobacco district by broker J. S. Batroff.

Pent Bros. are featuring the Cortez cigar at their Juniper and Sansom streets store this week.

Edward Wodiska, of Corrall, Wodiska & Co., was a visitor here last week. Their La Duse brand is being attractively displayed at the Bromall-Lafayette Cigar Co. store on Thirteenth street.

REVIVAL COMES SLOW in YORK

Factories Report Dull Business and Some are Closed. A. T. Co. Said to be Buying 1907 Leaf.

York, Pa., April 20.

The trade in this section is reviving very slowly and numerous factories are closed down entirely—some for only a short time and a few indefinitely.

There is considerable buying of the new crop in this county and in fact it is now pretty well bought up. It has been ascertained this week that a considerable proportion of this year's crop is being bought by middlemen for the American Cigar Co. This statement is to an extent verified by the fact that the tobacco is not being shipped to Lancaster as has been generally believed, but that it is shipped to Richmond, Va., for packing. On Wednesday last C. W. Bitner was receiving at Red Lion, and about 30 to 35 wagon loads came into town. Mr. Bitner is said to be buying this tobacco for the American Cigar Co., and shipment is made to points South.

The cigar industry is still in the toils of inactivity, and in many sections little or no improvement is noticeable. A large number of cigarmakers are out of employment in Hanover, and there seems to be no encouragement for the future.

A leading cigarmaker of Hanover remarked this morning to your representative, "I received a letter from one of the most prominent cigar dealers in Boston, who made this statement: 'We have been in the cigar business during the last thirty years, and during that period have never experienced such discouragement in the trade. Nothing doing and no signs of improvement.'"

C. E. Myers, a popular cigar box manufacturer of East Prospect, this county, is a candidate for Prothonotary, on the Republican ticket.

H. F. Kohler, of Nashville, finds an active trade for nickel and ten cent cigars, and can scarcely fill orders on that class of goods as fast as they are coming in. In the more moderate priced products, however, he states that there is not much activity.

C. E. Mattingly & Co., of McSherrystown, have lately had some encouraging increase in the demand for their line of union made cigars. They are now specializing their latest brand, known as Charles Petit.

T. I. Smith, formerly engaged in cigar manufacturing at Hanover, has removed to Altoona, where it is said he will open a cigar factory in association with his brother-in law, F. A. Noll, of Felton.

ADDITIONAL REGISTRATIONS

(Continued from page 11)

QUARTER OAK. 15,564
For cigars. Registered April 15, 1908, at 9 a. m., by E. J. Zudrell, Ephrata, Pa.

UNION REGISTER. 15,565
For cigars. Registered April 15, 1908, at 9 a. m., by E. J. Zudrell, Ephrata, Pa.

CUBAN RAMOND. 15,566
For cigars. Registered April 15, 1908, at 9 a. m., by C. D. Myers, Red Lion, Pa.

ARVANITAS. 15,567
For cigars, cigarettes, cheroots, stogies and tobacco. Registered April 17, 1908, at 9 a. m., by Louis W. Keyer, Dayton, O.

BOTH PHONES. 15,568
For cigars. Registered April 18, 1908, at 9 a. m., by O. K. Sechrist, Reading, Pa.

READING'S NEW. 15,569
For cigars. Registered April 18, 1908, at 9 a. m., by O. K. Sechrist, Reading, Pa.

MISS CINCINNATUS. 15,570
For cigars, cigarettes, cheroots, stogies and tobacco. Registered April 20, 1908, at 9 a. m., by O. C. Danner, Cincinnati, O.

PERSONAL LIBERTY LEAGUE. 15,571
For cigars, cigarettes, cheroots stogies and tobacco. Registered April 20, 1908, at 9 a. m., by O. C. Danner, Cincinnati, O.

CAPITAL PERFECTOS. 15,572
For cigars, cigarettes, cheroots, stogies and tobacco. Registered April 20, 1908, at 9 a. m., by Robert Shafgas, Philadelphia.

JUDGE JUSTICE. 15,573
For cigars. Registered April 21, 1908, at 9 a. m., by E. J. Zudrell, Ephrata, Pa.

DREMLETS. 15,574
For cigars, cigarettes, cheroots, stogies and tobacco. Registered April 21, 1908, at 9 a. m., by Penn Cigar Co., Pittsburg, Pa.

Rejections.

Derby, High Noon, Three Sisters, Lafayette, Wisdom, Blue Bell, Dixie Girl, Rosebud, Society Girl, Sunbeam, Stunner, Annette, American Favorites, National Favorites, Oak Leaf, Rose Mary, Sky Lark, Lady Lou, Big Four, Nero, Pharo, Caesar, Wolf Head, Sterling Sunshine, La Armada, Zenith, Ineeda, Crown Point, Standard, Arrow Head, Three Queens, The Reading, Tip Top, El Vasco, Lady Lou, Dixie Girl.

For Genuine Sawed Cedar Cigar Boxes, go to Established 1880
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

To Protect the Consumers against the Host of Imitators of this Old Time Famous Popular Brand of Cigars

Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark

Juan F. Portuondo CIGARS

Registered in U. S. Patent Office

Established 1869

MANUFACTURED ONLY BY
The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia

GEO. W. PARR
Littlestown, Pa.

Manufacturer of

HIGH GRADE CIGARS

Fernside
Parr Value
Lord Wharton

Special Brands Made to Order

CORRESPONDENCE INVITED SAMPLES ON APPLICATION

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

Monroe D. Sellers, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & Co.
129th TO 130th ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart

Dallas Cigar Co

Manufacturers of **CIGARS** & Dealers in

LEAF TOBACCO,

Dallastown, Penna.

CIGAR MOLDS

Highest Grade Mold at Lowest Price.
Write for Catalogue of 1,500 Shapes.

The American Cigar Mold Co.

1931--1935 Western Ave., and
1201--1209 Dayton Street,
Cincinnati, Ohio.

GOOD EASTER TRADE in BOSTON

Trade Losses in the Chelsea Fire. Business in the New England Towns Reported Dull and Hubbites are Congratulated on Better Fortune.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., April 20.

The Easter trade was very good here. Most of our retailers had their window displays appropriate to the occasion and it did a heap of good.

The fire in Chelsea on Sunday a week was indeed a sad affair. The conflagration did about seven million dollars damage and left thousands of people homeless. Many cigar stores were wiped out, and the cigar factories of Simon Starr, S. Gordon, Meckelberg & Co., and M. Merrit were completely destroyed. Chelsea is at present being thronged with sightseers, and all the stores that were lucky enough to escape the fire are doing a thriving business. On the night of the fire when the militia was called out to protect property, etc., some of the cigar stores there sold completely out. The fund for the relief of the Chelsea sufferers now amounts to $250 000, and it is expected that this amount will be doubled within the next 10 days as assistance is coming in from all parts of the country. C. W. Freeman lost three of his drug stores in the fire, and has just opened a new one on Washington avenue at a rental of $75 a month. The same store previous to the fire rented at $25 a month.

A new cigar store will open on April 25 at 359 Hanover street, under the name of Hanover Cigar Store.

J. J. Bagley & Co., Detroit, Mich., are making a good showing here with their Sweet Tips and Wild Fruit tobaccos. A Boston office has been established at 27 Exchange street.

Sam Bernson, who represents the Globe Tobacco Co., of Detroit, is doing a very satisfactory business for his concern in this vicinity. He is plugging Fame and Nerve Navy plug chewing tobaccos, and Eve, a 2oz. cube cut put up in an attractive style. Plenty of advertising matter is being distributed to help boom the goods.

Baker Bros. 834 Washington street, are working up a nice trade on their John B., a 5 cent Londres shape cigar.

Al Levy (Surbrug Co.) was over to Chelsea on Monday after the fire and sold Arab cigarettes to nearly every cigar store there.

Kid Nichols (Phillip Morris Co). has left on a trip through Connecticut accompanied by Harry Cohen, who will do the missionary work on Cambridge and Unis.

The Surbrug Co., N Y., are offering a gratis deal on Arabs with every purchase of Dolma, their 15 cent cigarette.

Boston trade is in a fairly good condition and is rounding to nicely. The reports from many of our New England towns are not very encouraging. Lynn and Salem especially are very quiet. Over in Waltham, the watch trust, employing thousands of help, are only working 45 hours a week, and the condition of the trade there can be well imagined. Traveling salesmen coming here state they are finding conditions much better here than in any other of the large cities.

Quite a wind storm struck town yesterday. Two plate glass windows in the Woodward Drug Co., on Tremont street were demolished and many merchants in town suffered likewise.

J. N. Pike, a tobacconist in Lynn, Mass., made an assignment last Wednesday for the benefit of his creditors. Mr. Pike was a prominent tobacco trust jobber, with stores in Lynn and Salem. Owing to ill health he closed up his jobbing business in Lynn, by selling out to McGreenery & Manning, and later sold his store in Salem to Chas. L. Polep, and simply retained his retail store in Lynn.

W. Frisch (Regulus Cigar Co., N. Y.) was in town on Friday. He blew in from New Bedford to see a few friends and left the same evening for New York. Mr. Frisch reports having had a good week's business.

A new cigar and tobacco store has just opened for business at 164 Hampden street. James Casey is the proprietor.

Sam. M. Frank, the N. Y. pipe manufacturer, is in town calling on the wholesale trade.

Simon Starr, a cigar manufacturer, has started a retail store at 394 Broadway, Chelsea. Mr. Starr will manufacture cigars in the rear of the store.

Wm. Glaccum & Sons are having a nice run in Chelsea on their King Bird and Glaccum's Straight Five cigars.

Kid Nichols (Phillip Morris Co.) is a busy man nowadays. He has two able salesmen under him in L. S. Woods and H. Cohen. They have Unis and Phillip Morris placed with all our leading retailers, and numerous window displays about town are helping along the sale of these goods.

Nat. Morris, formerly here in the interest of the Turco-American Tobacco Co., is now working for the American Tobacco Co. in Connecticut.

Sam. Kitsis (Mentor Co.) has returned from his initial trip in the interest of the Ramly cigars. Mr. Kitsis did some telling work in New Haven, Conn., and placed the brand with practically every retailer in that town.

Clark Tobacco Co. is distributing many free 1 ounce sample packages of the Blue and Scarlet cut plug, and retailers are having many calls for the brand

E. U. Harrington is having his many salesmen pay particular attention to the placing of Larus Bros. new brand of cut plug, Hand Bag, which is packed in 1⅜ oz. 3⅜ oz. and 16 oz.

Frank H. Swick (Surbrug Co.) is distributing an attractive advertising window transparency--his own clever idea. The sign reads as follows: "Smoke Arabs—the good cigarette—10c." When Mr. Swick came here a few months ago to take charge the Arabs was a dead one, but with hard plugging and with the able assistance of two clever missionary salesmen, Messrs. Levy and Murphy, he has succeeded in getting the brand back again in public favor. The cigarette can now be purchased at any cigar store in the city. Jobbers tell me that owing to the large sales here of Arabs, Ramly, Lynnhaven and Samaris cigarettes the American Tobacco Co. is continually offering the retailer some deal or other.

Courtney Perkins (window dresser of the Nestor Co.) is now making many window displays around the Hub. An especially attractive display is the one in the American House on Hanover street, which is causing much comment owing to its originality.

Louis Shapiro reports having done a good missionary business the past week on Nestors and Royals.

M. E. Mosher, representing the Flour City Briar Pipe Co., of Rochester, N. Y., spent the week in town and did a very satisfactory business. Owing to his prices being right, jobbers ordered goods from him very readily.

Wm. Kenny is doing some nice work about town on Cohen's American Smoker.

P. R. Moore (Wells Whitehead Co.) was in Boston a few days this week, in the interest of the Wilson cigarette, and left on Wednesday for Worcester.

The Mentor Co. is to be congratulated on their new lithographed package of Ramly, and it certainly ought to help along the sale of this cigarette. During the past week Jack Proudy was in Connecticut, Mr. Connors was canvasing Pawtucket, Mr. Battrick was in Marblehead, Sam Kitsis in New Haven, and Messrs. Kennerly and Weislow were working Boston. The price and free deal on the Ramly cigarette brings its cost very low and retailers delight in pushing the sale of this brand on account of the good profits.

The Allen Tobacco Co. are now offering to the trade a new cushion top package of little cigars called Telco. The goods are Havana filled and retail at 10 for 10 cents. George Russell, the New England representative of the firm, has taken sample orders for some of this brand from all the leading Boston wholesalers. Ben Ali.

SPECIAL NOTICES.

(12½ cents per line, 8 point measure)

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LaSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

L. BERNFELD
Cigar Broker
West Haven, Conn.
2-5tf

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

CIGAR MANUFACTURER with long experience in the business desires to run a branch factory of about 25 hands capacity in the First District Penna. Write, for particulars, P. O. Box 32, Richland Centre, Pa. 4-15h

WANTED—By a New York Broker, a line of Union Cigars, from $20 per M up; also Non-Union Cigars from $9 per M up. Address Broker, Box 8, care of Tobacco World, Phila. 4-22a

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

Experienced suction and hand-work foreman wants position. Has been with good house some time. Best references. Box 10, Tobacco World, Phila. c

E. ROSENWALD & BRO.

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.

MANUFACTURERS OF

Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS

NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

Independent Factories Close.

Hopkinsville, Ky., April 18.

Both the Imperial Tobacco Company and the Regie house of the Tandy & Farleigh Company are arranging to close their factories today for the present season, having finished handling all of the tobacco on hand. This is about two weeks earlier than the usual time, but the favorable season caused the tobacco to come in more promptly. Both companies have handled the usual amount of tobacco. The other independent factory, the big plant of the American Snuff Company, is still going ahead, and is using Association tobacco altogether.

—Lewis Hauselman has purchased the cigar factory and store of Ed. Dirr, of Huntington, Ind.

—"Make good" your promises either in your advertisements, your show window or your daily life.

HENRY H. SHEIP MFG. CO.

Cigar Boxes

Cigar Box Lumber

Largest stock of

Sawed Mexican and Cuban Cedar,

Veneered Cedar,

Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET

PHILADELPHIA.

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an
Exclusive line of

NICKEL GOODS

Which can be recommended for
Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

Our Letter from Lancaster.

(Continued from p. 9)

now hopeful that he will soon be about again as usual.

Walter S. Johns, formerly a dealer in general merchandise at Martindale, but who later removed to New Holland and became associated with Aaron Gehman in the tobacco business, was also stricken with paralysis last week, but has almost completely recovered.

At the meeting which will be held in Philadelphia on May 19 by the Underwriters' Association of the Middle Department, composed of Pennsylvania, New Jersey and Delaware, the Lancaster Board of Underwriters will urge action looking to the readjustment of tobacco rates in this district. In warehouses where the tobacco is force-sweated the employment of a system of artificial heat necessitates, of course, the use of a boiler, which results in an increase of the insurance rate 25 per cent. The assured would not object to the increased rate during the period of forced sweating, only a few months, but they do object to paying the tax for an entire year, during most of which time the plant is not in use.

There was a good attendance on Monday afternoon at the regular meeting of the Lancaster County Tobacco Growers' Association held in G. A. R. Hall. President B. Ezra Herr, presided.

Last year's crop, he declared, was a peculiar crop. He believed, taking it as a whole, that his cured as nicely as any he ever raised. He had fourteen acres of the narrow leaf variety, with an average of 1,500 pounds to the acre. Stripping was delayed until the beginning of the new year, and when baling was commenced quite a good bit was found to be mouldy. Then he was ready to take almost any price that was offered, in order to get rid of it. He believed that there was something in the crop very peculiar, and could not account for this condition of his tobacco. In conclusion, he said, he was very anxious to know how the tobacco would come out in the end. Other members related a similar experiences.

Northern Wisconsin Leaf Tobacco Co.

PACKERS OF AND DEALERS IN

Northern Grown Wisconsin Tobacco Exclusively

LA CROSSE, WIS.

HEADQUARTERS FOR

Wisconsin Tobacco

L. B. CARLE & SON

Packers and Dealers — JANESVILLE, WIS.

UNION MADE..... ALL QUALITY..... UNION BOXES

H. G. BURKY

MAKER

10c. HAND MADE HAVANA CIGAR 10c. — 5c. A HIGH GRADE CIGAR FOR 5c.

Write for Samples and Prices

FACTORY No. 1898, FIRST DISTRICT, READING, PA.

EDWARD E. SIMONSON

Packer of and Dealer in

Leaf Tobacco

Tobacco Bought and Packed on Commission

Stoughton, Wis.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a pleasure to look over our Samples

Samples cheerfully submitted upon request — P. O. Box 96

CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specialty

32 and 34 East Chestnut Street, **Lancaster, Pa.**

W. B. HOSTETTER & CO.

Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue.

York, Penna.

We Make **SCRAP FILLER** for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

Nos. 49 and 51 West James Street

Lancaster, Pa.

H. H. MILLER

Light Connecticut Wrappers and Seconds

Fine Georgia and Florida Sumatra

IMPORTED SUMATRA AND HAVANA

AND MUCH

Fine Binder and Filler Stock

327 and 329 North Queen Street

LANCASTER, PA.

MILTON H. RANCK

Packer of

Penna. Broad Leaf

Dealer in
All Grades of

Domestic Cigar Leaf Tobaccos

201 & 203 N. Duke Street

LANCASTER, PA.

J. K. LEAMAN

Packer of and Dealer in

LEAF TOBACCO

142 North Market St.

United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN

Packer and Dealer in

Leaf Tobacco

Packing House, Millersville, Pa.

Office and Salesrooms,

110 and 112 West Walnut St.

LANCASTER, PA. United Phones

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA. — MAIN OFFICE: **Lancaster, Pa.**

The York Tobacco Co.

Packers and Jobbers in
All Grades of

LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco — **York, Pa.**

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. — **Lancaster, Pa.**

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue. E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

Capacity 25,000 per day — Telegraph—YORK, PA.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor

Manufacturer of FINE CIGARS

Holtz, Pa.

⊙ LEONA BLAND ⊙

Pretty Bessie / York Nick . . . / Best Known . } 5c.

TWO CRACKER JACKS---2 for 5 Cents.

OAK MOUNTAIN BOUQUET BOSTON BEAUTIES PURO PORTO RICO CROOKS

Correspondence with the Wholesale and Jobbing Trade Only Invited

The Moehle Lithographic Company
Clarendon Road & East 37th St. Brooklyn, N.Y.
Branch Office
171 East Randolph St. Chicago Ill.
Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

Mr. Reinhold, of East Petersburg, advanced the proposition that the tobacco farmers of this county should secure an act of the Legislature requiring a label on all Lancaster county tobacco to show that it is Lancaster county tobacco. This, he thought, would be a benefit to local growers, as well as local packers. The latter pay several cents more for local tobacco than that from surrounding counties. Frequently quantities of the latter kind of tobacco are shipped into this county and then go out as Lancaster county tobacco. With this cheap tobacco the local packers must compete, and the speaker thought such a law would be a great help to the packers, as well as the growers.

Secretary Hibshman did not agree with that proposition, saying that tobacco generally sells on its merits.

It was also urged that this county's tobacco farmers should form a combine to maintain good prices for the tobacco and to see that no other tobacco sells on the merits of Lancaster county tobacco. Being less tobacco to sell as Lancaster county tobacco, this will raise the prices for the demand controls the price. When other counties' tobacco sells as our own it makes a surplus of "Lancaster county tobacco" and the prices drop in proportion to the great amount of this kind of tobacco offered for sale.

The discussion then turned to the crop for the coming year. Fertilizers were discussed first. It was urged that the members of the society should cooperate and buy fertilizers in carload lots for the saving that could be had. It was advised to use but little cottonseed meal.

It was generally believed that the average this year would be less than last year, because 15 cents the year before would naturally cause more farmers to plant tobacco than last year's 8 cents.

T. R. Wheeler, with S. Rossin & Sons, of New York, was a visitor in the trade here during the past week, as was also H. B. Cochran, representing the lithographing house of Petre, Schmidt & Bergmann, of New York.

Tampa Adds Another Factory.

Tampa, Fla., April 16.

The Tornay-Fernandez Cigar Co. will open up for business in the old El Gustoso factory in Ybor City on May 1. The new company will employ a good sized force and will be a valuable acquisition to the ranks of Tampa manufacturers.

Wisconsin Low Grade at 2c.

Viroqua, Wis., April 18.

Much of the tobacco in this vicinity is being bought. Those who receive as high as seven cents count themselves fortunate, compared to some of their neighbors, who are obliged to accept two, three and five cents.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA

NEW YORK
CHICAGO
ST. LOUIS

STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nes. 84—86 (Opposite Frascati).
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
Lead Seals and Stencils
QUAKER CITY
STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.
(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section,
Fine Handling Superb Quality

Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

HERMAN DELLE

York, Penna.
Maker of
Delman 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.

Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: The Bear, The Cub, Essie, and Matthew Carey

W. R. DAUGHERTY & BRO.

Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

GEO. W. PARR

Manufacturer of
Fine Cigars
Littlestown, Pa.

MAKER OF
Fernside and Lord Wharton
Five Cent Goods
Sold to the Jobbing Trade only.
Correspondence invited

C. E. MATTINGLY & CO.

Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

R. E. JACOBY

Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Established 1870 — Factory No. 79

S. R. KOCHER

Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE } 5c. MILD AND PLEASANT } 2 for 5c.
THE CYCLONE } BROWN BUCK (Banded) }
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

OLDEST MANUFACTURERS OF
PEACH and PRUNE FLAVORS
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK.

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

Leaf Tobacco Markets

CONNECTICUT VALLEY.

No new developments have occurred in the tobacco line in regard to the crop of 1907. Much of it is in the cases, some of it has passed through the sweat rooms, some is piled up in barns and assorting shop store rooms to be left to pass through the sweat in the old fashioned or natural manner by the heat of the summer season.

But it has been asserted that it would not stand a natural sweat, and that in time the assertion will be corroborated. On the other hand, it may mean that there are other experts as discerning as those who predicted an unnatural death to the crop of 1907 by allowing a natural sweat to take possession of the crop. As surely as the tobacco is left to itself it will as surely pass into the sweat as though it had been placed in the sweat by artificial means. So this theory will either hold or be exploded before the month of June has passed away. Local packers believe that what tobacco is fairly good stands as good a chance to come out all right as any crop grown for the past ten years. But the trash, the Lord only knows how it will sweat or look by the time other goods shall have been placed upon the market. It represents very little money value, and the only thing that can be said of it is that we hope it may be sold for enough to pay the expense of boxing, and to pay for the fertilizer. The men who raised it are willing to throw in their work. We hope it will be sold, however, and shipped from the country to be distributed among the cheap people of the world, and they that use it will have the pity of the growers.

Our correspondent writes:

North Hatfield, Mass.: "I report the sale of three acres of tobacco by Cornelius Murphy, to R. Billings, of Hatfield, for the A. T. Co., to be shipped to Virginia to be stemmed. E. H. Field, of Bradstreet, is drawing his crop to the sweat room of Mr. Swift. It was assorted by Charles Marsh. Somebody down at the old street, has tobacco plants up with four leaves.—American Cultivator.

BALDWINSVILLE, N. Y.

John F. Schnupp, of Lancaster, Pa., is in town and has been buying. E. L. Beebe is buying for the Nissley Leaf Tobacco Co. of Lancaster. E. C. Munroe has been buying and on Tuesday received several carloads of his purchases at the D., L. & W. station.

Lysander—Charles Northrop has sold his entire tobacco packing, consisting of 175 cases, to Kieser & Boasberg. M. McCarty, L. Merrifield and L. J. Elderhave sold their tobacco crop for 9 cents per pound.

A correspondent in the Chemung Valley says that about seventy-five per cent. of the crop has been sold around Waverly. Recent deals have ranged from three to seven cents per pound in the bundle. He believes the acreage for '08 will be reduced materially—Gazette.

Wolcott.—Anthony O'Connor and Michael Sennett are sorting tobacco at Furnace village. Each has about thirty-five cases, some of which they raised. The crops they bought are from three and one-half to six cents a pound in the bundle. Mr. O'Connor said Tuesday night the '07 crop was the worst he had known for twenty-five years. Not many crops will be raised about here next season.—Lake Shore News.

EDGERTON, WIS.

Buyers are still industriously at work all along the line taking over large quantities of last season's crop at prevailing prices which yield but meagre profits to the producer. It is believed that better than three quarters of the crop has now been purchased and if the movement continues at the present rate a few weeks longer the crop will be practically cleaned up. While the bulk of the sales do not rise above the 6 cent limit, some of the better grades of assorted lots bring satisfactory figures. We might quote columns of 4 and 5 cent transactions.

Growers have been rushing their tobacco to receiving points very rapidly during the week and the warehouses are being crowded up with bundle goods that will require some weeks to handle, as help is still scarce at the packing centers.

There is scarcely any improvement to note in the market for old goods, but packers are holding out well for profits.

The seed beds for another crop have been sown quite extensively during the week, but weather conditions have not been unusually favorable.

Shipments 500 cases.—Reporter.

QUEEN at CIGARETTE FACTORY

Caresses Baby of Worker, Who Kisses Her Majesty's Feet.

On their recent visit to Sevilla, while King Alfonso hunted or played polo, Queen Victoria enjoyed seeing the local life of the people. The ladies of Seville, noted for their beauty and grace, showed her Majesty their dances and took her to visit a cigar and cigarette factory where many hundreds of women and girls are employed.

One cigarmaker she noticed had a cradle with her child in it by her side. The Queen took the baby in her arms and caressed it warmly. The mother wept from emotion, and, falling on her knees, kissed the Queen's feet. An old woman who packed cigarettes with marvelous rapidity was asked by the Queen how long it had taken her to acquire such speed. She said that after 42 years of regular work she could fill 5,000 packets a day.—Exchange.

HUNTER BEST FOR A NICKEL
is all to the front; made by
EL DRACO CIGAR MFG. CO., Philada.

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade Seed and Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge
Cigar Box Factory
CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

American Protectorate
A Choice 5c. Cigar
Handsomely Packed and put up in Several Popular Shapes and Sizes
Manufactured by
Himmelberger & Noll.
ROBESONIA, PA.

LITHOGRAPHERS AND PRINTERS
312-316 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
NEW YORK
CIGAR LABELS AND BANDS

It Will Remove Rankness from Tobacco
Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
Chaskel Chemical Works
265 West Broadway, New York

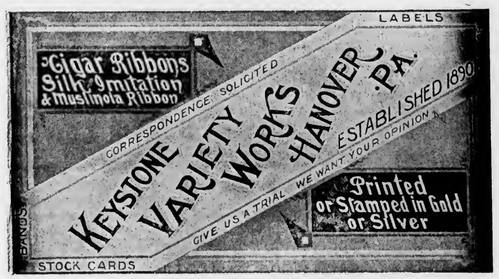
CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc. MANUFACTURERS
814-832 N. LAWRENCE ST., PHILADELPHIA
SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
CIGAR RIBBONS

CIGAR BOXES

A. KAUFFMAN & BRO.
YORK, PA.

CIGAR BOX LUMBER

Wm. STEINER, SONS & COMPANY
Lithographers
257 to 265 West 17th Street, NEW YORK
SPECIALTIES
CIGAR LABELS ADVERTISING NOVELTIES
IMPORTED AND DOMESTIC BANDS



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MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal printed labels

ADEN BUSER Manufacturer of
Dealer in LUMBER LABELS EDGING ETC.
Cigar Boxes and Cases
R. F. D. No. 3
YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Established 1877 New Factory 1904
H. W. HEFFENER
Howard and Boundary Aves.
YORK, PA.
Steam Cigar Box Manufacturer
DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS,
EDGINGS, BANDS, ETC.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE
Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
Labels, Ribbons, Edgings
716—728 N. Christian St. LANCASTER, PA.

Minnich Baling Press
PATENTED MARCH 9, 1897

For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed
Presses
FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

Minnich Machine Works
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Spanish Betune
Is extensively used in Cuba for Toning Tobaccos. It removes all mustiness or other objectionable properties, giving the desirable uniform effect considered indispensable in Leaf. It is largely used in Damaged or Defective Leaf, being an Excellent Restorer.
Acme Extract and Chemical Works, Hanover, Pa.
E. G. ECKERT, Proprietor.

Patents *Caveats, Trade Marks, Design-Patents, Copyrights, etc.*
Correspondence Solicited
JOHN A. SAUL
Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Clear Havana . 10c.
"S. B." Seed and Havana . . . . . 5c.
"KATHLEEN O'NEIL" . . . . 5c.
"VUELTA SPRIGS" The Mellow Cigar . 5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .

STAUFFER BROS. MFG. CO.
NEW HOLLAND PA.

For Sale by All Dealers

VIRGINIA

PERIQUE

MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

CIGAR BOXES

A. KAUFFMAN & BRO.
YORK, PA.

CIGAR BOX LUMBER

Wm. STEINER, SONS & COMPANY
Lithographers
257 to 265 West 17th Street, NEW YORK
SPECIALTIES
CIGAR LABELS ADVERTISING NOVELTIES
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EDGINGS, BANDS, ETC.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE
Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers

INLAND CITY CIGAR BOX CO.
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Spanish Betune
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Acme Extract and Chemical Works, Hanover, Pa.
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STAUFFER BROS. MFG. CO.
NEW HOLLAND PA.

For Sale by All Dealers

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MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

W. A. LAHR

Wholesale Cigar Manufacturer

Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence Invited with the Wholesale and Jobbing Trade.

Samples Free to Responsible Houses.

THE TOBACCO WORLD

Established in 1881. Vol. XXVIII., No. 18. | PHILADELPHIA and NEW YORK, APRIL 29, 1908. | One Dollar per Annum. Payable in Advance.

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RECOGNIZED STANDARD

Thimbles made to order to fit any desired shape of cigar head

TUCK CUTTERS and CIGARMAKERS' KNIVES

Liberman Manufacturing Co.

812-814 Winter Street PHILADELPHIA, PA.

UNITED STATES TOBACCO CO.

. . . MANUFACTURERS OF . . .

CENTRAL UNION .	Cut Plug
IDLE HOUR . . .	Sliced Plug
EPICURE (For Pipe or Cigarette)	Shredded Plug
HUNT CLUB . . .	Cube Pipe Tobacco
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UNION MADE GOODS INDEPENDENT FACTORY

RICHMOND, VA.

SUMATRA TOBACCO

Samples gladly submitted on application

Importations Over 5,000 Bales Annually

H. DUYS & CO.

No. 170 Water Street, NEW YORK

De Amsterdamsche Tabakshandelmaatschappij, Amsterdam, Holland

Growers and Packers of

FLORIDA TOBACCOS

Write for Samples

SCHROEDER & ARGUIMBAU

178 Water Street, New York

CHARLES M. GUDKNECHT, PRESIDENT

LA HILDA CIGAR FACTORY
(INCORPORATED)
MANUFACTURERS AND IMPORTERS
231 CHESTNUT STREET
CORRESPONDENCE SOLICITED PHILADELPHIA

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

W. W. STEWART & SONS
Reading, Pa.
Makers of the

JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
ELI PERKINS
5c.

High Grade Seed and Havana Cigars
Correspondence with Responsible Houses Solicited

Wanted—CUTTINGS—SCRAPS—SIFTINGS
EMIL BERGER TOBACCO CO.
Tel. 722 Orchard 6-8-10 Gouverneur Slip, NEW YORK

For Sale { CIGAR SCRAPS—Clean and Sound
Write Us for Prices
EMIL BERGER TOBACCO CO., 6-8-10 Gouverneur Slip, NEW YORK

THE TOBACCO WORLD

Vol. XXVIII., No. 18 PHILADELPHIA, APRIL 29, 1908 One Dollar the Year

SHOWS GOOD 1907 BUSINESS.

United Cigar Mfrs. Co. Had Net Profits of $1,310,068.

An excellent showing on its business for the year ended Dec. 31, 1907, was made by the United Cigar Manufacturers' Co., of New York, in its annual report. Gross profits were $2,271,603 and net profits $1,310,068. The company's gross profits for the nine months ended Dec. 31, 1906, amounted to only $1,892,852 and its net profits to $76,987.

Administration and selling expenses for 1907 involved $961,535, but miscellaneous income and interest account amounted to $101,402, making total profits for 1907, $1,411,470, compared with $841,247 for the nine months ended Dec. 31, 1906. Interest on loans involved $199,435, leaving a balance of $1,212,035. Preferred stock dividend disbursements involved $350,000, leaving a net surplus for 1907 of $862,035, compared with $509,323 for the nine months ended Dec. 31, 1906.

The general balance sheet, as of Dec. 31, 1907, showed total assets of $23,592,371, compared with $23,701,617 on Dec. 31, 1906.

Change in Brewer-White Co.

Dayton, O., April 25.

Frank Brewer has purchased the interest of Thos. L. White in the well known tobacco firm, The Brewer-White Company, on East Second street, and will conduct the business on his own account.

Mr. Brewer has enlarged the business by establishing a retail store in connection with the large wholesale cigar manufacturing business of the firm. The retail business will be carried on at the old stand on East Second street.

Brewer and White were partners in business for many years, and the firm recently incorporated is one of the best known tobacco firms in the Miami Valley. Mr. Brewer is a prominent member of the fraternal Order of Eagles, and is Past Worthy President of the local aerie.

Middletown Gets Branch of National.

Louisville, Ky., April 23.

That part of the National Tobacco Works which is engaged in making the "Big Four" brand of plug tobacco is to be removed shortly to Middletown, O. The manager of the branch said today that a shift of a portion of the works to the Ohio city did not mean necessarily that the local production was to be curtailed, but that other changes might be made which would place the local branch on its former basis. At present, however, these plans are altogether indefinite.

—Chas. Solomon Co., to manufacture and deal in cigars, has been incorporated in Chicago, with capital of $8,000, by C. S. Shoenmann, Bernard Boretli and C. J. O'Connor.

Fine New Connecticut Warehouse

Tariffville, Conn., April 24.

The Ketchin & Hayes Tobacco Co. here, is building a new warehouse 85 ft. x 54 ft. 6 in., which has been inspected by Government experts and pronounced the finest tobacco warehouse of its size in the country. The exterior walls are of brown stone, and the interior of reinforced concrete. The floors, roof, partitions and stairways are also of concrete, which makes it as nearly as possible a fire proof structure.

It is equipped with all modern improvements known, and supplied with a sweating room, 85x43 feet.

The Ketchin & Hayes Tobacco Co. is a new corporation which takes over the businesss of Ketchin & Hayes, growers and packers of Connecticut tobacco.

American's Plan not Abandoned.

Chicago, Ill., April 23.

Arrangements are under way by which the plan of the American Tobacco Company to erect a big plant at Forty-second avenue and the Belt railroad will not be dropped. The building committee of the corporation has gone over the ground and the low price of building materials has resulted in the revival of the scheme. Revised plans will call for a building on the ten acres owned by the company, to cost in the neighborhood of $750,000. Work may be started this summer. The building committee's investigation resulted in the discovery that the plant could be built now for from 10 to 15 per cent. less than a year ago.

Change at Renovo, Pa.

The cigar manufacturing and jobbing firm of Beckman & Co., at Renovo, Pa., has changed hands. The establishment was gutted by fire on February 14. Subsequently the partnership between W. P. Beckman and Wm. J. Straley was dissolved, by the retirement of Mr. Straley, and the business was continued by Mr. Beckman in his own name. He is, however, confining his energies entirely to manufacturing and wholesale trade, having discontinued the retail department.

Active Stogie District.

Moundsville, W. Va., April 24.

The stogie trade is noticeably more active than it has been for some time.

The Seamon Cigar and Stogie Company is working a full force of employes at its plant on Water street. Orders are coming in lively and the outlook for the future is good.

A. J. Seamon, who was formerly the head of this concern, but who disappeared mysteriously several months ago, has been adjudged a bankrupt in the District Court.

—In France the number of operatives employed in the tobacco industry is 18,000, in Austria 35,000, and in Germany 165,000.

"TOBACCO'S" COMMENTS ON THE REGISTRATION TRUST.

From "Tobacco," April 23.

A plot to hold up the trade to the tune of tens of thousands of dollars annually was consummated during the past week, when the Registration Trust, otherwise known as the "United Registration Bureau," went into operation and boosted prices 500 per cent. for the registration of titles for new brands and 800 per cent. for the making of so-called searches.

Two of Tobacco's would-be contemporaries are the prime movers in this plot. One of them has almost invariably been found arrayed in opposition to every movement in the interest of the trade in the past, and quite recently distinguished itself as the defender of the gift coupon sharks who wanted to prey upon the trade.

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For example, the new tariff went into operation last week, when there were 71 registrations, which in the past would have cost the trade $71, whereas under the new conditions imposed by the Registration Trust they cost the trade $355, thus relieving the trade of $284, to be divided among the parties to the combination.

But that was not all. There were during the same week 79 searches made at a cost of $2 each, or a total of $158 for the identical service which previous to last week would have cost but $19.75, thus taking from the pockets of the trade another $138.25 to be divided among the promoters of the Registration Trust. It will thus be seen that the Registration Trust took from the trade for registration and searches during the first week of its operation a forced levy of $424.25. Even at this rate it would mean the imposition of an unnecessary annual tax of approximately $22,000 upon the trade. But as a matter of fact the number of both registrations and searches would run much higher in some weeks than it did in the first week of the operation of the Registration Trust, and it is well within bounds to say that if this form of extortion is to be successfully continued the actual loss to the trade will range from $30,000 to $40,000 each year, or a matter of from $200,000 to $250,000 in the next five years.

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E. A. CÁLVES & CO. HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

CHARLES M. GUDKNECHT, PRESIDENT

LA HILDA CIGAR FACTORY
(INCORPORATED)
MANUFACTURERS AND IMPORTERS
231 CHESTNUT STREET
CORRESPONDENCE SOLICITED PHILADELPHIA

W. W. STEWART & SONS
Reading, Pa.
Makers of the
JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
ELI PERKINS
5c.

High Grade Seed and Havana Cigars
Correspondence with Responsible Houses Solicited

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

Wanted—CUTTINGS—SCRAPS—SIFTINGS
EMIL BERGER TOBACCO CO.
Tel. 722 Orchard 6-8-10 Gouverneur Slip, NEW YORK

For Sale { CIGAR SCRAPS—Clean and Sound
Write Us for Prices
EMIL BERGER TOBACCO CO., 6-8-10 Gouverneur Slip, NEW YORK

THE TOBACCO WORLD

Vol. XXVIII., No. 18 PHILADELPHIA, APRIL 29, 1908 One Dollar the Year

SHOWS GOOD 1907 BUSINESS.

United Cigar Mfrs. Co. Had Net Profits of $1,310,068.

An excellent showing on its business for the year ended Dec. 31, 1907, was made by the United Cigar Manufacturers' Co., of New York, in its annual report. Gross profits were $2,271,603 and net profits $1,310,068. The company's gross profits for the nine months ended Dec. 31, 1906, amounted to only $1,892,852 and its net profits to $76,987.

Administration and selling expenses for 1907 involved $961,535, but miscellaneous income and interest account amounted to $101,402, making total profits for 1907, $1,411,470, compared with $841,247 for the nine months ended Dec. 31, 1906. Interest on loans involved $199,435, leaving a balance of $1,212,035. Preferred stock dividend disbursements involved $350,000, leaving a net surplus for 1907 of $862,035, compared with $509,323 for the nine months ended Dec. 31, 1906.

The general balance sheet, as of Dec. 31, 1907, showed total assets of $23,592,371, compared with $23,701,617 on Dec. 31, 1906.

Change in Brewer-White Co.

Dayton, O., April 25.

Frank Brewer has purchased the interest of Thos. L. White in the well known tobacco firm, The Brewer-White Company, on East Second street, and will conduct the business on his own account.

Mr. Brewer has enlarged the business by establishing a retail store in connection with the large wholesale cigar manufacturing business of the firm. The retail business will be carried on at the old stand on East Second street.

Brewer and White were partners in business for many years, and the firm recently incorporated is one of the best known tobacco firms in the Miami Valley. Mr. Brewer is a prominent member of the fraternal Order of Eagles, and is Past Worthy President of the local aerie.

Middletown Gets Branch of National.

Louisville, Ky., April 23.

That part of the National Tobacco Works which is engaged in making the "Big Four" brand of plug tobacco is to be removed shortly to Middletown, O. The manager of the branch said today that a shift of a portion of the works to the Ohio city did not mean necessarily that the local production was to be curtailed, but that other changes might be made which would place the local branch on its former basis. At present, however, these plans are altogether indefinite.

—Chas. Solomon Co., to manufacture and deal in cigars, has been incorporated in Chicago, with capital of $8,000, by C. S. Shoenmann, Bernard Boretli and C. J. O'Connor.

Fine New Connecticut Warehouse

Tariffville, Conn., April 24.

The Ketchin & Hayes Tobacco Co. here, is building a new warehouse 85 ft. x 54 ft. 6 in., which has been inspected by Government experts and pronounced the finest tobacco warehouse of its size in the country. The exterior walls are of brown stone, and the interior of reinforced concrete. The floors, roof, partitions and stairways are also of concrete, which makes it as nearly as possible a fire proof structure.

It is equipped with all modern improvements known, and supplied with a sweating room, 85x43 feet.

The Ketchin & Hayes Tobacco Co. is a new corporation which takes over the businesss of Ketchin & Hayes, growers and packers of Connecticut tobacco.

American's Plan not Abandoned.

Chicago, Ill., April 23.

Arrangements are under way by which the plan of the American Tobacco Company to erect a big plant at Forty-second avenue and the Belt railroad will not be dropped. The building committee of the corporation has gone over the ground and the low price of building materials has resulted in the revival of the scheme. Revised plans will call for a building on the ten acres owned by the company, to cost in the neighborhood of $750,000. Work may be started this summer. The building committee's investigation resulted in the discovery that the plant could be built now for from 10 to 15 per cent. less than a year ago.

Change at Renovo, Pa.

The cigar manufacturing and jobbing firm of Beckman & Co., at Renovo, Pa., has changed hands. The establishment was gutted by fire on February 14. Subsequently the partnership between W. P. Beckman and Wm. J. Straley was dissolved, by the retirement of Mr. Straley, and the business was continued by Mr. Beckman in his own name. He is, however, confining his energies entirely to manufacturing and wholesale trade, having discontinued the retail department.

Active Stogie District.

Moundsville, W. Va., April 24.

The stogie trade is noticeably more active than it has been for some time.

The Seamon Cigar and Stogie Company is working a full force of employes at its plant on Water street. Orders are coming in lively and the outlook for the future is good.

A. J. Seamon, who was formerly the head of this concern, but who disappeared mysteriously several months ago, has been adjudged a bankrupt in the District Court.

—In France the number of operatives employed in the tobacco industry is 18,000, in Austria 35,000, and in Germany 165,000.

"TOBACCO'S" COMMENTS ON THE REGISTRATION TRUST.

From "Tobacco," April 23.

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E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

INTENTIONAL SECOND EXPOSURE

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia

FOUNDED 1855
John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan
FLOR de D&T
DOHAN & TAITT
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

K. STRAUS — A. LOEB
K. STRAUS & CO.
IMPORTERS OF
PACKERS OF LEAF TOBACCO — HAVANA
301 & 303 North 3rd St.
PHILADELPHIA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
AND PACKERS OF
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe
BENJ. LABE & SONS
IMPORTERS OF
Sumatra and Havana
Packers and Dealers in Leaf Tobacco
228 North Third St., Philadelphia

Julius Hirschberg & Bro.
Importers of Havana and Sumatra and Packers of Seed Leaf
Tobacco
125 North Third St., Philada.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
and
Packers of Leaf Tobacco
306 North Third St., Phila.

H. VELENCHIK — S. VELENCHIK
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

H. Golinsky & Son
Importers & Packers of
HAVANA AND SUMATRA SEED LEAF TOBACCO
147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH
IMPORTER OF HAVANA AND SUMATRA
DEALER IN LEAF TOBACCO
REGISTERED 1642-44 N. ELEVENTH. ST. PHILADELPHIA

The Empire Leaf Tobacco Co.,
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St., Phila.

J. S. BATROFF
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The above Precinta, or Warranty Stamp, is only used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these Stamps were made in Cuba by such Independent Manufacturers belonging to the Union.

BE IT KNOWN: That said Guarantee Label only the manufacturers belonging to the Manufacturers' Union have the right to use and to attach on all cigar boxes and other packages of their goods.

COLORS OF THE PRECINTA: Black with pale blue ground; fac simile of the seal of the Presidency of the Republic: dark blue.

will be passed along to the trade just as the cost of extraordinary taxes for public improvements is shifted by the big real estate owners from their own shoulders to the shoulders of the people who pay rents.

But Tobaccco does not believe that this exhibition of wolfish greed on the part of its would-be contemporaries will be allowed to go unrebuked by the trade. Indeed it is perfectly confident that the trade is in no temper to tamely submit to such a transparent hold-up. Tobacco believes that this display of predatory rapacity upon the part of its would-be contemporaries will ultimately lead to their losing a considerable amount of advertising patronage, which is to be withdrawn from their columns because of this display of wolfish instincts to get the trade by the throat and squeeze it for the last possible drop of blood.

Tobacco believes that the punishment should be made to fit the crime, and it is satisfied that there are plenty of bright, intelligent men in the trade who can devise speedy and certain ways to administer that punishment.

It is possible that legal steps may be taken to bring about the dissolution of the Registration Trust as a combination in restraint of trade. But if that shall be decided to be inexpedient there are plenty of other means that can be invoked to reach the trade papers in the combination and to reach them in a way that will make them feel most keenly the displeasure of the trade that they have plotted to hold up.

A Panic Among Night Riders?

"Panic among night riders," is the substance of a dispatch from Hopkinsville.

It sounds almost to good to be true. The irony of the situation is too fine to be taken in all at once.

A panic among night riders!

It were a consummation devoutly to be wished. The night riders themselves have been the cause of panic among their non-riding neighbors long enough, to be sure, to merit a little panic among their own members.

The panic among the neighbors has been due to lawlessness, assuming the forms of incendiarism, bodily violence, terrorism, coercion, murder. The panic among the lawless, on the other hand, is due—if it exists at all—to the enforcement of the law.

The stirring incidents in Calloway county the past week, when a strong group of Judges and officers gave a demonstration of integrity and courage both rare and splendid, directly cause the feeling of uneasiness among the night riding elements of society in Christian county. What is happening in Calloway county may spread!

It is a wholesome panic, granting it prevails. Nothing could be more logical and gratifying than that a crew of terrorizers should themselves become terrorized. Nothing could be more salutary than that a band of law-breakers should become afraid of law.

A good beginning; let it go on!

Kongo Tobacco Culture.

Consul-General Henry W. Diederich, writing from Antwerp, says that the soil in certain parts of the Kongo Free State has proved very favorable for the cultivation of tobacco, the prospects for which he discusses as follows:

Stanley refers to this fact in his reports, in which he says that he saw throughout the Dark Continent the tobacco plant, and that a large portion of the population made use of the weed. From experiments made it has been shown that the plant grows in abundance in the Free State and that certain species have a peculiar flavor of balsamic nature hitherto unknown. The Kongo tobaccos are destined to be successful not only for the cut varieties, but also for the manufacture of cigars.

The Belgians, who are essentially a cigar manufacturing people, have devoted much time to the improvement of the Kongo product and expect to compete to advantage on the European market with American tobaccos. It is expected that before long tobacco will constitute one of the most important resources of the African Continent. The tobacco trade is frequently disturbed by the constantly increasing prices of foreign tobaccos and many merchants are looking forward to the advent of the Kongo product in greater quantities to more nearly equalize supply and demand.

STEPHEN F. KETRAN
Interior Wood.. Work..
Makes a Specialty of Fitting Up Cigar Stores
Bank, Church, Office, Store Fixtures and Special Cabinet Work
1615 to 1623 McKean St., Philadelphia

Lynnhaven

REGISTER YOUR TRADE MARKS IN THE REGISTRY DEPARTMENT OF THE TOBACCO WORLD . . .

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

SAMUEL HARTMAN & CO.

DEALERS AND PACKERS OF

Domestic **Leaf Tobacco** of All Kinds

CONNECTICUT A SPECIALTY

Office and Salesroom:

313 and 315 West Grant Street

Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

S. Weinberg

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

121 North Third Street PHILADELPHIA

Tobacco

Keyno

HAVANA SHORTS

2 oz. 5c.

Norristown

Tobacco Works

NORRISTOWN, PA.

Manufacturers of

Havana Shorts

Private Brands for Jobbers a Specialty Samples submitted on application

L. J. SMITH & CO.

Wholesale

Cigar Manufacturers

and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

Established 1895 Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

More Buyers in Havana and More Sales Noted

Over Five Thousand Bales Reported Sold in the City, While the Trust Made Large Purchases in the Country. Independent Cigar Factories Continue at Work, but the Trust is Said to be Laying Off Employes.

Special Correspondence of The Tobacco World.)

Havana, Cuba, April 20, 1908.

Owing to the arrival of a few more buyers from the United States, as well as to the trust having been again in the market for colas, the amount of the past week's transactions shows quite an increase over the previous one, and this seems to demonstrate that if only a few leaders would take hold of our market in earnest it would soon get out of its ruts, and instead of having a dragging tendency it would become buoyant. Undoubtedly business must have improved in the United States, and as stocks held by manufacturers and dealers are very small an improved demand ought to be noticeable before long. Surely the ebb tide has prevailed long enough, and the incoming flood tide of better business all over the world is certain to make itself felt before long. With a short crop of tobacco this year in the island of Cuba the surplus holdings of the 1907 growth will be required to do service to satisfy the coming demand, and while it would be dangerous to see the prices go up again right away, there is no longer any fear of further decline at the prevailing prices.

Besides sales reported in the city of Havana about 2,000 bales have been sold in the Vuelta Abajo, the principal buyer of which has been the trust.

While the dry weather still continues in the city of Havana and the passing clouds did not bring us any rain at all, it is known that some showers have fallen in the country, and if the latter should continue then the packing season may open up in earnest before long. Already some more escojidas, in addition to those previously reported, are in operation, and some new tobacco is arriving from the country. This refers, however, principally to Semi Vuelta and Partido, as well as to the Santa Clara province, while conditions in the Vuelta Abajo up to now have been too unfavorable, and the drought in this section does not seem to have been broken yet. As more or less all the new tobacco has been partly precipitated in bringing it to market, it would be premature to form an opinion of the whole crop by these first lots.

Sales

during the past week total about 5,300 bales, of which 4,030 were Vuelta Abajo, 150 Partido and 1,120 Remedios.

American buyers purchased 2,500 bales, 250 were taken for export to Europe, and 2,550 for home consumption.

Buyers Come and Go.

Arrivals:—E. J. Stachelberg, of M. Stachelberg & Co., and E. Ortiz, of Ortiz & Suarez, Tampa; Victor K. Ettlinger, of E. Hoffman & Sons, and Bernhard Lichtenstein, of Lichtenstein Bros., New York; Alfred Meyer, Hamburg and New York.

Departures.—G. W. Nichols, Henry Nichols and H. H. Strater, for New York; Victor Ettlinger, for New York via New Orleans; A. Artolozaga, for Key West.

Havana Cigar Manufacturers

There is no change in the situation as far as our Havana cigar manufacturers are concerned, and while the Independent factories are continuing

WM. L. LIGETY

Established 1889

Commission Merchant

IN Leaf Tobacco

IMPORT Phone 3750 John EXPORT

160 Water St., New York

We Buy or Sell for You Write Today

Cable Address, "Ligety," New York
Cable Codes, Western Union and ABC

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 88

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS

ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista Neptuno 170--174 Special Partner—Gumersindo Garcia Cuervo

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" Correspondence Solicited in English

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM *Habana*

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

to work with their present forces it became known here on Wednesday last that the Trust had discharged 600 additional cigarmakers.

H. Upmann & Co. were shippers to the extent of 900,000 cigars of their own factory and other Independent manufacturers' brands. Their factory is still working with the same number of hands, and their order slate is sufficiently filled up yet.

Behrens & Co. had nothing special to say when your correspondent saw them last, but judging by the activity that prevails in the Sol factory, and which is apparent to the casual visitor when he enters, business cannot be slack with this well known firm.

Buying, Selling and Other Notes of Interest.

Victor K. Ettlinger made only a very short stay, but he came like Caesar and conquered the tobacco market, carrying off his spoils of conquest to the tune of 950 bales.

Jose Suarez & Co. disposed of 2,000 bales of Vuelta Abajo.

I. Bernheim & Sons were buyers of 500 bales of choice Remedios escojidas.

A. M. Calzada & Co. as usual do not let a week go by without having some sales to their credit, and while your correspondent could not see Don Antonio to get the exact number of bales, from an outside source it was learned that he had disposed of a lot of his fine holdings of Remedios.

G. W. Nichols has made some good sized purchases for his Key West factory.

Muniz Hnos. & Co. sold 500 bales of Remedios 1st and 2nd capaduras

E. J. Stachelberg has been seen in several of our leaf houses, although it could not be exactly learned to what extent he has made new engagements.

Suarez Hnos. closed out 451 bales of Vuelta Abajo and Remedios from their fine stock of goods.

Bernhard Lichtenstein, who arrived here with his son, is still trying to post himself by going over our market, and doubtless will make some good sized purchases before he leaves.

Bruno Diaz & Co. were sellers to the extent of 250 bales of Vuelta Abajo and Partido.

Alfred Meyer, accompanied by Don Adolfo Moeller, is trying to stock up with suitable goods for the American and European markets.

Gonzalez y Miguel sold 100 bales of their choice Remedios escojida, obtaining good prices for the same.

RECEIPTS FROM THE COUNTRY.

	Week ending April 18 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,517	16,510
Semi Vuelta	62	1,665
Partido	19	671
Matanzas	—	317
Remedios & S. Clara	4	17,998
Mayari	193	1,852
Total	1,795	39,013

GENUINE CONNECTICUT BROAD LEAF TOBACCO SEED

Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal orders to

WM. L. HUNTTING, E. Hartford, Ct.

WILLIAM L. HUNTTING

Packer, Dealer & Grower of

Leaf Tobacco

Have on hand choice Broad Leaf wrappers and binders, cheap for cash. Choice tobacco seed a specialty.

Office, 812 Main St., E. Hartford, Ct.

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market
Correspondence solicited in English

Monte 156, P. O. Box 595 HABANA, CUBA Cable: "Calda"

JOS. MENDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

LUIS MARX

Tobacco Grower

No. 8 Cuba Street **Post Office Box 77**

HABANA

C. E. MATTINGLY & CO.

Manufacturers of

HIGH GRADE UNION MADE **CIGARS**

UNION CREST

SUPREME UNION

FIVE CENT GOODS

For Wholesale Trade Only **McSHERRYSTOWN, PA.**

ERNEST ELLINGER & CO. Nos. 87-89 Pine Street, New York

Importers of HAVANA TOBACCO

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.

Importers and Packers of *Leaf Tobacco*

Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, April 28.

New York Leaf Market.

There has been a moderate business of small sales in the last week which in the aggregate have made a considerable volume; but for that fact it seems a smaller business than it really is. Large sales are not looked for immediately, although prospects are said to be better as inquiries are stronger than they had been and some out of town buyers are again arriving.

The new Sumatra tobacco is being fairly well received; at any rate the samples which are in hand have already been much inspected and some few sales have been made.

In Havana tobacco the business has necessarily been confined to a more or less routine nature, since there is no abundance in the market.

• • •

The Cigar Industry.

Among cigar manufacturers there appear some signs of improvement, but conservatism is pretty generally prevalent, and factories are operating only with moderate forces rather than stack up great quantities of goods.

What orders are received are executed promptly, but with only a short time ahead until the warmer weather is liable to again affect trade conditions there is little likelihood of real lasting activity before fall.

• • •

Report of U. C. Mfrs. Co.

The United Cigar Manufacturers' Co. recently issued a statement of its operations during 1907 which shows the business to have been very satisfactory, and showing gross profits of $2,271,603. The net earnings were $1,411,470, and after the deduction of dividends there remained a surplus of $862,035.

In comparison with the nine months of the previous year, the figures are as follows:

	12 Mos. End'g Dec. 31, '07	9 Mos. End'g Dec. 31, '06
Gross profits	$2,271,603	$1,892,862
Adm. & sell'g exp.	961,535	1,125,875
Profits	$1,310,068	$76,987
Mis. inc. & int. acc't	101,402	64,260
Total profits	$1,411,470	$841,247
Int. on loans, etc.	199,435	156,924
Surplus	$1,212,035	$684,323
Preferred dividends	350,000	175,000
Net surplus	$862,035	$509,323

The general balance sheet as of December 31, 1907, compares with that as of December 31, 1906, as follows:

Assets.	1907.	1906.
Cost of property	$16,969,624	$16,936,492
Insurance, etc.	68,644	143,147
Supplies, etc.	4,208,256	4,077,974
Bills receivable	144,867	98,281
Acc'ts receivable	1,712,623	1,842,706
Cash	466,141	572,680
Advances	22,215	30,337
Total	$23,592,371	$23,701,617
Liabilities.		
Common stock	$15,000,000	$15,000,000
Preferred stock	5,000,000	5,000,000
Accounts payable	100,460	158,554
Bills payable	1,711,563	2,661,563
Loans and deposits	408,990	372,177
Surplus	1,371,358	509,323
Total	$23,592,371	$23,701,617

During the year $33,132 was expended for additional machinery and $250,000 was invested in affiliated companies.

Abe Lewis a Benedict.

Abram I. Lewis, of the well known cigar manufacturing firm of I. Lewis & Co., of this city and of Newark, N. J., is now on a wedding tour through the West, combining business with pleasure. The bride is a daughter of Morris Rachlin, a wealthy real estate owner of Newark. Upon their return to Newark Mr. and Mrs. Lewis will make their pernament home in that city.

• • •

McPike Company Organized.

J. N. McPike & Co. is a newly organized firm in the cigar trade. It is headed by the well known and popular former department manager of Bennett, Sloane & Co., who has bought out the cigar business of H. L. Van Ness, which was established many years ago. The headquarters will be at 235 Greenwich street, and Mr. Van Ness, it is stated, will retire from business.

• • •

The International's Removal.

The International Tobacco Co. will remove this week to its new quarters at 413 and 415 East 27th street, where greatly increased factilities are at command. The move has been contemplated for some time, but extensive alterations to the premises caused a delay.

• • •

Levi-Blumenstiel Solvent.

It has been announced by the trustees agreed upon to take charge of the affairs of Levi, Blumenstiel & Co., and the two corporations virtually owned by them, the American-West Indies Trading Co. and the National Cuba Co., that the firm is in reality solvent.

Every confidence is placed in the trustees, who it is believed will be able to carry out the provisions of the trust agreement to the satisfaction of all concerned in a reasonable time, but no specific statement could as yet be given out, as to the exact amount of liabilities and assets.

Already a major portion of the creditors have consented to the plans proposed and no difficulty from that source is anticipated.

Messrs. Levi and Blumenstiel are to continue to manage the affairs under the directions of the trustees.

• • •

Petty Frauds in New York.

The latest in the way of petty swindling is being done at the expense of shop-keepers in towns near New York and in other sections of the State.

The victimizing is being accomplished by a smooth-tongued individual, a specific instance of whose methods is shown in the case of J. R. McDermott, who, with his wife, opened a store at Elm and Atlantic avenue, Richmond Hill, L. I.

On April 7th, a man described himself

(Continued on p. 16)

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER
Monroe D. Sellers, Sellersville, Pa.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
ESTABLISHED 1840 NEW YORK CABLE: "NARGIL"

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn
CONNECTICUT HAVANA SEED

The New Kenmore
ALBANY, N. Y.

One of the Best Hotels in the City
EUROPEAN PLAN
$50,000 SPENT ON IMPROVEMENTS
$1.50 and Upwards
150 Rooms with Shower and Tub Baths; 175 Rooms with hot and cold running water; Telephone in every room. Special attention paid to tourists. Cuisine and Service unexcelled. Nearest Hotel to Capitol Building, Theatres, and Union Station.
J. A. OAKS
Also LAKESIDE HOTEL, Modern Summer Resort, with all Improvements. Situated at Thompson's Lake, Helderberg Mountains, N. Y. Altitude 1650 feet. Seventeen miles from Albany.
WRITE FOR DESCRIPTIVE BOOKLET

STOP AT THE
NEW PRINCESS HOTEL
WHEN AT
ATLANTIC CITY

South Carolina Ave., 200 feet from Beach
The Princess Hotel is newly furnished throughout with rare taste, and possesses all modern requisites for convenience and comfort of the guests. Golf privileges and privilege of the Atlantic City Yacht Club extended to the guests.
American and European Plan
A BOOKLET will be gladly furnished upon application
Rates: Running from $12.50 to $30 per week, according to location of the rooms.
For further information address
CROWELL & COLLIER
THE PRINCESS HOTEL
Atlantic City, N. J.

JOSH BILLINGS
5c. Cigar
"There hain't none better than the best."
—JOSH BILLINGS.
This Is the Best.

A cigar of merit with a push behind it.
The Best Little Cigars ever offered the American public.
Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.
I. LEWIS & CO.
Makers,
Established 1870. Newark, N. J.
Z. JOHN NORRIS,
Manager of the Philadelphia Office,
14 South Fourth St.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

QUEER HUMAN NATURE.

The tobacco industry has to deal with a good many cranks and harmless maniacs, and it is to the credit of the trade that the men therein usually handle all such human freaks with success. Take some men for instance. The man who could not successfully peddle peanuts is the very fellow to tell the big leaf tobacco merchant how to manage his business. Then there's the man who, at home, is afraid to drop a burnt match on the carpet, but who will bustle into Mr. Retailer's store, scatter ashes, expectorate in and on everything but the cuspidors, and then march out leaving a trail of dust behind him. Then there's the freak who smokes two-fers during the week but who bobs in before holidays for a ten-center. He puts up more "kicks" than a regiment of 25 cent cigar patrons. There's the man, too, who is making 200 per cent. in his line of trade. How he wails because he can't get six five centers for a quarter, and hints that the cigar man is a genuine Shylock. Again, the fellow who gives regularly at church is apt to be the first one to stand-off the tobacco merchant. Take it all in all, Mr. Tobacco Man meets some queer characters in business. But the world seems full of them, and so we must "put up with it."

"DE-NATURED" TOBACCO.

Salt is of little value without its savor—and nicotineless tobacco, a sort of new preparation of My Lady Nicotine more or less put on the market, has met with little welcome from smokers at large. Nicotineless tobacco (if it can be called tobacco at all) is on a par with flowers without fragrance. Take tobacco's chief charm away and how disappointing the result!

There are thousands—perhaps millions—in this sin-soaked world who get nearly all their enjoyment in life out of the soothing influence of the pipe or the cigar.

Take that away from them, and what would they have left?

Think of the effect that a total abstention from the use of tobacco would have, say on this country.

It would deprive the candidate for office of one of his most potent ways of securing support.

It would take away half the excitement of the campaign by depriving people of all taste for their favorite wager.

Abstention from the use of tobacco is like government ownership of railroads. It may ultimately come, but let us hope that it may not drop down on us in these days when it is so hard for the average man to make a living.

—Perhaps there are men who do not know that advertising starts a demand for a particular line of goods. Such a line may lie more or less dormant because it appeals only incidently or accidently to the purchaser. When it is advertised and exploited in the trade papers, a good buying public is made conscious of its existence. Advertising not only helps to sell goods, but it encourages the habit of frequenting the establishment, and enables a wise man to enlarge his clientele.

—Get your trade marks registered in The Tobacco World Registry Department.

THE TOBACCO WORLD

ESTABLISHED 1881 INCORPORATED 1902

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PHILADELPHIA, APRIL 29, 1908.

Rousing Welcome to the City of Brotherly Love

Prepared by Entertainment Committee of the Local Board for Delegates to the Tenth Annual Convention of National Cigar Leaf Tobacco Association, to be Held in Philadelphia, May 11th, 1908.

There are many members of the trade who recall with much pleasure the first convention of the National Association of Leaf Tobacco Dealers, which was held in this city in May, 1899—just nine years ago. There is soon to be enacted the second chapter of Philadelphia hospitality as an ideal Convention City, and in this respect at least the previous record for brilliancy of entertainment will doubtless be far surpassed.

What the practical results of this year's gathering may prove to be can not yet be predicted, but the social features can be fully vouched for, as was certain from the day that the committee, consisting of Felix Eckerson, Leopold Loeb and John R. Young, was named. And the enterprising spirit of these gentlemen has been reinforced by a finance committee composed of Messrs Bremer, Vetterlein and Calves. Surely a stronger combination could not have been found, and so successful have been their efforts that ample funds are already in hand to fully carry out the elaborate plans which have been made for a royal entertainment of the guests of the trade. It appears that a great interest has been aroused in the approaching convention, and that contributions have made with a free hand and in a generous spirit.

The delegates will this year be provided with the traditional banquet and with various other diversions as well. The programme at present includes a planked shad dinner at the Orchards, on Monday evening, May 11th, and it is probable that the party will be conveyed on a river steamer.

There need not be many idle moments for those who are seeking pleasure, and all who take active part in the two days' proceedings will be provided with opportunities for recreation at intervals and enabled to enjoy the festivities which are in preparation for them.

It is not difficult to see that there must of necessity be many matters of deep interest come up for consideration this year, and that the proceedings will therefore be animated and spirited to a more than usual degree. The great changes which the trade has undergone during the past year will alone produce much matter for discussion, and in addition many and serious legislative questions are likely to arise for which due provisions and preparation should be made.

Tariff revision is among the probabilities of early legislative consideration, and is of paramount importance to the tobacco trade. It is hinted that some resolutions with reference to tariff revision will be offered by members of the Philadelphia trade and that some lively discussions will result. John R. Young and Julius Vetterlein are expected to take an active interest in such matters, and advisory remarks of more than ordinary earnestness may be safely counted upon.

And this suggests the necessity and desirability of a man of the widest experience to head the Association during the coming year, for not only the life of the Association but the welfare of the entire trade is at stake. For this reason a mistake in the selection of such a man, however trivial it may at first appear, may prove of dire consequence. Eloquence, while a pleasing faculty, is an insufficient qualification in matters that require rare executive capacity. There is no lack of men of the required qualification in the trade, if they can be induced to accept the position.

THE LOCAL TOBACCO NEWS

The past week has not been altogether bad in the local leaf tobacco market, although it was not characterized by any significantly large transactions. There were more or less numerous shipments of small lots by local houses, which in the aggregate made up a fair volume of business.

There is still no noticeable demand for any specific type of tobacco, largely owing to the fact that it is only a jobbing business that is now being done. The concensus of opinion is that prices are likely to again advance somewhat before the year is out, and this possibility is attributed to various underlying causes.

It seems, however, that cigar manufacturers have not yet entertained any fear of such an outcome; at any rate there is no surface indication that they have taken such a serious view of matters, and they are far from eager to lay in heavily. The least possible quantity seems to be a rule with them just now.

Sumatra transactions have been about normal, but by no means active, in the past week, and single bale shipments have been the rule.

In Havana tobacco there appears to have been no change, either in price or general conditions.

There is not much complaint heard among cigar manufacturers in this section. Orders continue to be received in moderate quantities and of sufficient size to keep the factories in steady operation. It is now expected that within the next few weeks there will be a better demand for goods than at any time so far this year, and that it will continue until the usual summer dullness begins after July 4th.

F. B. Robertson, factory representative of the Manchester Cigar Manufacturing Co., of Baltimore, has returned to this city after a several days' trip through Delaware and Maryland, where he found a fair trade in his factory's products.

The exodus to the Shore has begun, and dealers located in the river front districts are finding a greatly improved trade. This is particularly true at the several stores of A. Runge & Co. and B. F. Batten, both of whom are advantageously located to capture a heavy transient trade during the summer season.

Several members of the trade have taken up their sea-shore residences for the summer, and will make daily trips, while others are beginning to travel to nearby suburban points.

The cigar store of the late Alfred Weldon, at 22 North 13th street, has been purchased by Allen Kaplan, who came here from Phoenixville, where he had been engaged in an entirely different occupation.

H. C. Spannuth, one of the best known Philadelphia leaf salesmen, and who has for some years past represented Lewis Bremer's Sons, is still confined by illness. He has been away from business for several months.

W. T. Pomeroy, a leaf tobacco dealer of Edgerton, Wis., was a visitor in this market recently.

The National Cigar Stands Co. has for a long time been seeking a foothold in this city, but until recently had met with little if any encouragement. They did not despair, however, and recently made further attempts which have resulted in a little better success, and their stands have been finally placed in a few drug stores about the city.

B. J. Strauss, representing Bustillo Bros. & Diaz, clear Havana cigar manufacturers of New York, recently visited his old friends in this city.

H. C. Gresh, of W. K. Gresh & Sons, the extensive cigar manufacturers at Norristown, has just returned from Amsterdam, where he attended several inscriptions of Sumatra tobacco and was a successful bidder on several desirable parcels which will be used by his firm.

For Genuine Sawed Cedar Cigar Boxes, go to Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

Take no other but the Genuine

Established 1869

Incorporated 1893

Juan F. Portuondo CIGARS

Registered in U. S. Patent Office

Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark and Signature of Juan F. Portuondo

There are more IMITATIONS of this old established and JUSTLY FAMOUS brand of cigars than any other cigar in the world.

MANUFACTURED ONLY BY

The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia.

TRADE MARKS REGISTERED.

LENA BEAUTY. 15,575
For cigars. Registered April 23, 1908, at 9 a. m., by John H. Snyder, Fullerton, Pa.

LITTLE WILKS. 15,576
For cigars. Registered April 23, 1908, at 9 a. m., by John H. Snyder, Fullerton, Pa.

THOMAS GOLDFIELD. 15,577
For cigars. Registered April 23, 1908, at 9 a. m., by John H. Snyder, Fullerton, Pa.

JOICE VENTRULA. 15,578
For cigars. Registered April 23, 1908, at 9 a. m., by John H. Snyder, Fullerton, Pa.

JUGGLER. 15,579
For chewing and smoking tobacco. Registered April 24, 1908, at 9 a. m., by F. E. Myers & Co., York, Pa.

PALM. 15,580
For chewing and smoking tobacco. Registered April 24, 1908, at 9 a. m., by F. E. Myers & Co., York, Pa.

SPARKER. 15,581
For chewing and smoking tobacco. Registered April 24, 1908, at 9 a. m., by F. E. Myers & Co., York, Pa.

NIGHT CAP 15,582
For chewing and smoking tobacco. Registered April 24, 1908, at 9 a. m., by F. E. Myers & Co., York, Pa.

PATSY. 15,583
For chewing and smoking tobacco. Registered April 24, 1908, at 9 a. m., by F. E. Myers & Co., York, Pa.

OLD VALUE. 15,584
For chewing and smoking tobacco. Registered April 24, 1908, at 9 a. m., by F. E. Myers & Co., York, Pa.

WILD FIRE. 15,585
For chewing and smoking tobacco. Registered April 24, 1908, at 9 a. m., by F. E. Myers & Co., York, Pa.

RINGLET. 15,586
For chewing and smoking tobacco. Registered April 24, 1908, at 9 a. m., by F. E. Myers & Co., York, Pa.

ALL AROUND. 15,587
For chewing and smoking tobacco. Registered April 24, 1908, at 9 a. m., by F. E. Myers & Co., York, Pa.

W. S. B. 15,588
For cigars. Registered April 24, 1908, at 9 a. m., by H. W. Smith, Bellingham, Wash.

REYMUS SEAL. 15,589
For cigars, cigarettes, cheroots, stogies and tobacco. Registered April 28, 1908, at 9 a. m., by Penn Cigar Co., Pittsburg, Pa.

HIGH GRADE UNION MADE 15,590
(A design of a star with lettering H. G. U. M. inside)
For cigars, stogies, chewing and smoking tobacco. Registered April 28, 1908, at 9 a. m., by Gabe F. Cooper, Toledo, O.

Correction.

DREMLETS.
Registered April 21, 1908, by Penn Cigar Co., Pittsburg, Pa. should have been "Dreamlets."

Rejections.

Polo, Eye Opener, Big Chief, Merry Widow, Walkover.

HUNTER BEST FOR A NICKEL is all to the front; made by EL DRACO CIGAR MFG. CO., Philada.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor

Manufacturer of

FINE CIGARS

Holtz, Penna.

10c.---UNCLE JOSS---5c.

Pretty Bessie
York Nick....
Best Known..
5c.

Two Cracker Jacks (2 for 5 cents)

Oak Mountain Bouquet—Boston Beauties
Puro—Porto Rico Crooks

Correspondence with the Wholesale and Jobbing Trade Only invited.
Capacity, 25,000 per day. Telegraph—York, Pa.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

Monroe D. Sellers, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers
Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & Co.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart
Dallas Cigar Co
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna

CIGAR MOLDS
Highest Grade Mold at Lowest Price.
Write for Catalogue of 1,500 Shapes.
The American Cigar Mold Co.
1931--1935 Western Ave., and
1201--1209 Dayton Street,
Cincinnati, Ohio.

QUIET RULES IN LANCASTER.

Jobbers Sell Some Small Lots of Leaf, but Packers are Practically Idle. The Manufacturers Complain of Poor Collections.

Lancaster, Pa., April 27.

There is still a general quietness in trade conditions. There has been a small hand to mouth business by jobbers, but packers have done practically nothing. Their attention is being largely engaged in packing new tobacco, some of which will be bulk sweated and placed on the market as speedily as possible, but just how much of a competition it will make with the older goods depends somewhat upon its quality when ready for the market. Even admitting that the filler grades will be considerably lower in cost than the 1906, it must be also remembered that only certain people will use new tobacco, and its sale is necessarily somewhat limited.

The remaining new crops are being picked up, and now only a comparatively small precentage remains in farmers' hands.

There have been some very favorable days lately for tobacco, and farmers are taking full advantage of the weather in preparing their ground. The writer noticed several fields today that are practically ready for setting as soon as plants are large enough.

Trade with cigar manufacturers is improving very slowly. In fact in some sections it is very dull, while in other localities there are some signs of greater activity. Some say it is not so much poor business that is retarding them as it is poor collections, and with little money coming in they don't feel inclined to push for much business.

A. D. Killheffer an enterprising cigar manufacturer at Millersville, a suburb of Lancaster, informs us that his trade has increased 50 per cent. during the past three weeks, and that he is adding help almost every day, and now expects it to keep up until he has a larger force of cigar makers at work than he has ever before employed, and which was then not a small number.

Mr. Killheffer has been somewhat amused upon receiving inquiries from handlers of cigars, asking if it is not possible to make some reduction in price, inasmuch as tobacco is now reported to be cheaper. And the inquiries received seemed to indicate that some jobbers were expecting reductions from $1 to $2 per thousand. But Mr. K. characterizes the present inactivity in the leaf market as only a trifling slump in Pennsylvania tobacco more than any other one type, but that only a certain percentage of Pennsylvania can be used by manufacturers in producing a really good article, so that if present conditions here were to remain indefinitely, it would not benefit the cigar manufacturers so very greatly after all, and furthermore new tobacco is not desirable, and before it can have attained the necessary age, its cost will likely have been again greater, and it is not impossible that in 8 or 10 months from now the leaf market may again have fully recovered itself and higher prices will again prevail.

The S. R. Moss Cigar Co. building is now about ready for occupancy and already a good many cases of tobacco have been stored there, but the business has not yet been formally transferred to the new building from their present quarters on South Duke street.

D. E. Salomon, with John Leopold & Son, of New York, has been in trade here several days, before going to York county.

SPECIAL NOTICES.
(12½ cents per line, 8-point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LaSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

L. BERNFELD
Cigar Broker
West Haven, Conn.
2 5tf

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

WANTED—By a New York Broker, a line of Union Cigars, from $20 per M up; also Non-Union Cigars from $9 per M up. Address Broker, Box 8, care of Tobacco World, Phila. 4-22a

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

E. ROSENWALD & BRO.

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKES, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

YORK COUNTY TOBACCO TRADE

General Complaint of Dull Times. Red Lion Receiving and Shipping Leaf. Dallastown Manufacturers Optimistic.

York, Pa., April 27.

There seems no break in the general dullness in the cigar trade of this section. Of course there is a little business here and there but a large number of factories are unable to keep in steady operation.

The leaf trade and cigar manufacturers seem to be affected alike and visiting salesmen make their stay as short as possible.

The Gillespie Co. has just issued a notice of their removal to new quarters, which reads as follows:

"We beg to inform our friends and patrons that we have removed our place of business from 21 East Clark avenue to the large and commodious building, corner North George street and Hamilton avenue, near Western Maryland Railway Depot, where we will be in a much better shape to handle a full line of all kinds of leaf tobacco.

We would be pleased to have you call on us and inspect our new quarters and our line of goods, believing we can make it both pleasant and interesting for you.

Trusting to be favored with a call from you, we remain

Yours very truly,
The Gillespie Co."

Red Lion has lately been a busy town in receiving and shipping tobacco, and large quantities have been received there by C. W. Bitner, of Lancaster, and shipped South.

Some of the scenes incident to the reception of the tobacco are quite lively. Dispute after dispute at times arise and hot words ensue between buyer and seller. Last week one of them was taken to a justice for settlement. After a car had been loaded, sealed and consigned, it appears the buyers only wanted to pay 5 and 2 cents. This the farmers held was not according to agreement, which was 6½ and 2 cents, and they refused to take a check for a less amount. Upon being refused, they made an effort to attach the car and hold the tobacco by going before Squire J. B. Herrman. The matter was subsequently adjusted.

At Dallastown the prospects of the cigar industry appear to look brighter. During the past few days orders of some magnitude have been received by the different factories and work has been resumed in a number of them.

J. C. Heckert stated that if the present condition continued it would brighten things up about the factory.

Raab & Son also speak encouragingly of the outlook, as do John W. Minnich & Son.

H. J. Galdfelter, cigar manufacturer of Hanover Junction, resumed operations last week after a shut down of several weeks, and H. C. Kuntz, of Seven Valley, has closed his factory until further notice.

W. A Lahr, of Red Lion, has been increasing his force of cigarmakers. He is experiencing an increasing demand for his product.

Gus. Neuwahl, a cigar broker of Altoona, was visiting his factories in this section last week.

Local option seems to have played an important part in the dullness of the cigar trade lately, as evidenced by the fact that a large local factory on Monday last received an order from a jobbing house in the Middle West which requested rush shipments, as the goods were needed because orders had been held up pending the result of the local option agitation in that State.

Established 1890

Emory Martin

E. S. SECHRIST
Dallastown, Pa.
Manufacturer of
Fine and Common
CIGARS
Capacity, Twenty Thousand per Day

H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

Greater New York Tobacco News

(Continued from p. 10)

as representing the American Tobacco Company, called at the store and proposed to put in a $35 to $45 stock of tobacco and pipes, with a proviso that $4 or $5 should be paid as an evidence of good will.

He agreed to keep up the stock, and accept weekly payments. The stranger finally wheedled $3.80 out of Mr. McDermott, giving a receipt for the amount, and a box of cigars. He then departed, agreeing to call later.

The cigars were represented as a 10 cent quality but when the box was opened they proved to be inferior.

The stranger gave the name Werner. The swindle was discovered when the matter was brought to the attention of the American Tobacco Company.

The incident is recited as a warning to small dealers against fraud, as a number of these swindles have been perpetrated. The capture of swindlers of this sort is frequently so difficult that it was thought best to make the matter public in the trade journals.

Trade Notes.

Gans Bros., makers of Wm. the Fourth clear Havana cigars, have formally announced their removal to 417 E. 76th street, with increased facilities for the handling of a rapidly growing business.

—

The Goodman-Kinstler Cigar Co., of New York, with a capital of $25,000, has been organized. Directors are: Seymour B. Goodman, 2062 W. 29th street, Los Angeles, Cal.; Leo L. Braunfeld, 808 Westchester avenue, and Herman Cohen, 25 W. 111th street, New York.

—

Harry M. Duys, with H. Duys & Co., Sumatra importers, sailed on Saturday last per steamer St. Louis for Amsterdam where he will attend several of the remaining inscriptions of Sumatra tobacco.

—

Ferd Opp, of Weinheimer & Opp, St. Louis, has been a visitor here recently.

—

I. Latzar, of Chicago, spent several days last week at the local headquarters of Taussig & Co., on Water street.

WOLF BROS.

Manufacturers of an Exclusive line of

NICKEL GOODS

Which can be recommended for Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

Northern Wisconsin Leaf Tobacco Co.

PACKERS OF AND DEALERS IN

Northern Grown Wisconsin Tobacco Exclusively

LA CROSSE, WIS.

HEADQUARTERS FOR

Wisconsin Tobacco

L. B. CARLE & SON

Packers and Dealers — JANESVILLE, WIS.

UNION MADE ..... ALL QUALITY ..... UNION BOXES

H. G. BURKY

MAKER

10c. HAND MADE HAVANA CIGAR 10c. — 5c. A HIGH GRADE CIGAR FOR 5c.

Write for Samples and Prices

FACTORY No. 1898, FIRST DISTRICT, READING, PA.

EDWARD E. SIMONSON

Packer of and Dealer in

Leaf Tobacco

Tobacco Bought and Packed on Commission

Stoughton, Wis.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B

Office and Warehouse:

FLORIN, PA.

Located on Main Line of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a pleasure to look over our Samples

Samples cheerfully submitted upon request — P. O. Box 96

CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specialty

32 and 34 East Chestnut Street, Lancaster, Pa.

W. B. HOSTETTER & CO.

Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue,

York, Penna.

We Make SCRAP FILLER for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

Nos. 49 and 51 West James Street

Lancaster, Pa.

H. H. MILLER

Light Connecticut Wrappers and Seconds

Fine Georgia and Florida Sumatra

IMPORTED SUMATRA AND HAVANA

AND MUCH

Fine Binder and Filler Stock

327 and 329 North Queen Street

LANCASTER, PA.

MILTON H. RANCK

Packer of

Penna. Broad Leaf

Dealer in All Grades of

Domestic Cigar Leaf Tobaccos

201 & 203 N. Duke Street

LANCASTER, PA.

J. K. LEAMAN

Packer of and Dealer in

LEAF TOBACCO

142 North Market St.

United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN

Packer and Dealer in

Leaf Tobacco

Packing House, Millersville, Pa.

Office and Salesrooms,

110 and 112 West Walnut St.

LANCASTER, PA. United Phones

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA. — MAIN OFFICE: **Lancaster, Pa.**

The York Tobacco Co.

Packers and Jobbers in All Grades of

LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco — **York, Pa.**

N. D. ALEXANDER, Packer of and Dealer in **LEAF TOBACCO**

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. — Lancaster, Pa.

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.] H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue. E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

Capacity 25,000 per day — Telegraph—YORK, PA.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor

Manufacturer of FINE CIGARS

Holtz, Pa.

⊙ LEONA BLAND ⊙

Pretty Bessie / York Nick . . . / Best Known . } 5c.

TWO CRACKER JACKS---2 for 5 Cents.

OAK MOUNTAIN BOUQUET BOSTON BEAUTIES PURO PORTO RICO CROOKS

Correspondence with the Wholesale and Jobbing Trade Only Invited

The Moehle Lithographic Company
Clarendon Road & East 37th St. Brooklyn, N.Y.
Branch Office
171 East Randolph St. Chicago Ill.
Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

IN THE GOOD OLD SUMMER TIME

Specially Fine Weather Helps the Boston Retailers, and Jobbers Profit by Their Good Fortune.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., April 27.

The ideal weather we have had the past week has helped along the business considerable. The basball season has started off nicely. To go to the ball grounds any day and see the crowds there, one would wonder if these were the hard times depicted by the newspapers.

Cigarette salesmen galore representing Independent firms are canvassing this market and the Tobacco Trust in consequence is offering many substantial deals to the retailers.

The Mentor Co. is making a big success with the Ramly cigarette. So well are these cigarettes selling that the free deal of Mentors will soon be taken off.

The Ramly is one of the leading sellers in cigarettes in Worcester, Mass. and the Trust is at present distributing many free sample packages of Helmar in that city to help corrail the sale of Ramleys.

Thousands of sight-seers are daily going to Chelsea to view the ruins, and on Sundays many special trains are being run to bring in the out of town people. The merchants who were lucky enough to escape the fury of the flames in Chelsea report a good business.

Sam Marcuson (Khedivial Co.) spent Saturday and Sunday here shaking hands with his many friends. Sam is now in charge of the Khedivial Co.'s New York business and has 8 salesmen under him. He is making his headquarters at the Hotel Raleigh on Broadway.

J. L. Dubreuil (Khedivial Co.) came in Saturday from Worcester and offered the following deal to the trade: With each purchase of 200 Oxford 10's, 100 Almas and 200 Samaris Plain, 60 Oxford 20's will be given gratis. Messrs. Warsowe and Busch are doing some good work here on the Khedivial Co.'s various brands. The Alma cork tip 15 cent brand is going especially well.

Charlie Ellis (Mentor Co.) spent several days this week in New York visiting the "great white way."

L. Shapiro (Nestor Co.) left Saturday night on a two weeks' trip down Maine, where the Nestor cigarettes have a big following.

F. Ledger, of the Nestor Gianacles Co., left last week on a trip to England, combining business with pleasure.

George L. Symons (Symons-Kraussman Co., N. Y.) was in Boston last Monday and took enough orders to keep his factory busy for some time.

I. Cohen, of New York, makers of the Keystone cigars, spent Saturday calling on the jobbing trade. Louis Miller is doing the missionary work on the Keystone cigar here and is making a nice showing with this brand.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA

NEW YORK
CHICAGO
ST. LOUIS

STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84—86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
Lead Seals and Stencils
QUAKER CITY
STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.
(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section
Fine Handling Superb Quality

Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

HERMAN DELLE
York, Penna.

Maker of
Delman 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

GEO. W. PARR
Manufacturer of
Fine Cigars
Littlestown, Pa.

MAKER OF
Fernside and Lord Wharton
Five Cent Goods
Sold to the Jobbing Trade only.
Correspondence invited

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: The Bear, The Cub, Essie, and Matthew Carey

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

W. R. DAUGHERTY & BRO.
Manufacturers of

Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

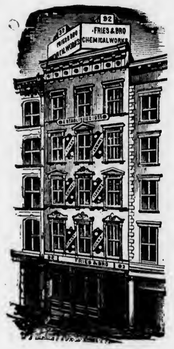
Established 1870 — Factory No. 79

S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE / THE CYCLONE } 5c. MILD AND PLEASANT / BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses



FRIES & BRO.
92 Reade St., NEW YORK
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the . . .
WORLD-RENOWNED
SPANISH BETUNS
Only Non-Evaporating
Cigar and Tobacco Flavors
SWEETENERS, ETC.
Sample Free The Most Popular Flavor since 1855 Please Write for Them
Guaranteed to be the Strongest, Cheapest, and Best

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

A fire at B. M. Wollenberg's cigar store on Castle Square, last week, caused by an electric wire, did $2 500 damage. As soon as the repairs shall be made Mr. Wollenberg will add a drug department to his store.

Joe Mendel, of the house of Mendel, N. Y., makers of a high grade line of seed and Havana cigars, was in town this week going the rounds with Jimmy Finkelstein, the firm's New England representative.

E. J. Gwillim, who for many years has manufactured cigars and conducted a retail store at 43 Essex street, will shortly move elsewhere owing to the termination of his lease, which he has been unable to get renewed.

A. Baker, of Baker Bros., retailers at 832 Washington street, was in New York for the greater part of the week.

Emil Abrahams (Allen Tob. Co.) is in town, and will remain a couple of weeks.

George Russell has left on a trip through Connecticut.

The Globe Tobacco Co., of Detroit, Mich., has an able representative here now in S. Bernson, who is without a doubt a hustler. He is placing Nerve Navy and Fame plug tobaccos with all our leading retailers. Eve, a cube cut tobacco put up in a rather racy 2 oz. package, is also selling nicely.

Gans Bros., of New York are having a good sale here on their William the Fourth and Ganbro clear Havana cigars. Ralph M. Gans, one of the concern, is expected here on May 2nd. The business done by Gans Bros. has increased so fast the past year that the firm has moved into larger quarters at 417 East Seventy-sixth street New York, a building with a capacity of 12,000 square feet of space, where the firm will now be better able to cope with the increasing business.

Ernest Calvin has just purchased the Rexford Hotel cigar stand from Irene Morrison.

Our large cut price drug stores did an especially good soda water business the past week.

A Cuban cigarmaker is manufacturing cigars in one of the windows of the Epstein Drug Store on Boylson street, and the attraction is helping along the sale of clear Havana cigars wonderfully

Rosenthal Bros.' Special, an Invincible shape 5 cent cigar, is making a big hit in this market. Rosenthal Bros. the progressive Hanover street jobbers, are the distributors of this brand. Ben Ali.

Leaf Tobacco Markets

CONNECTICUT VALLEY.

At least the strong, cold winds have apparently left us for a while, and we can enjoy the quiet of this April weather. The tobacco beds are sown, and a few are reporting their plants showing above ground. But with the cold weather of the last week very little growth can be reported. Last week Wednesday we had rain and a good many took off the glass in order to water the beds and to save the washing from the leakage in spots. As it cleared off at a late hour, some I have heard, did not recover their beds with the frames until the next morning. During the night the temperature dropped to 21 degrees in this locality, and as a consequence the ground was frozen when the frames were put back. If the seed had sprouted they will probably find by the time that setting has commenced diminished number of good plants. The soil was frozen to the depth of three inches outside the beds and must have been frozen quite deep in the beds. No great harm was probably done to the unsprouted seed, but where the sprouts began to show it must have injured them. I hope this practice did not extend far, for every exertion should be made this year in order to even up the last year's deficit, and it will require your best efforts.

Our correspondents write:

Bradstreet, Mass.: "Belden Bros. have recently sold 71 cases of their packing for from 8 to 10 cents in the cases. Plants are looking well on the early beds; the Belden Brothers have plants that are as large as a ten cent piece. Charles Marsh has his plants up and looking well."

Hatfield, Mass.: "I hear that down in the old street setting is very probable to begin as soon as the middle of May."

West Whately, Mass: "Out at West Whately some of the beds in warm places are looking fine. Mr. Strop has plants that the fourth leaf has set, and such plants will easily set in May or the first week of June."—American Cultivator.

BALDWINSVILLE, N. Y.

E. C. Munroe is still buying and E. L. Beebe is in the market for assorted tobacco. D. G. Albright is buying for Keiser & Boasberg of Buffalo. Orville Gifford is reported to have bought about 100 cases of assorted tobacco during the last few days.

South Granby: Seed is being sprouted for the 1908 crop which, as far as we can learn, will be about the same acreage as last season. Not many beds are sown yet, the season being so cold and backward.—Gazette.

EDGERTON, WIS.

Buyers are still quite busily engaged throughout the State in the movement that bids fair to clean up the remaining portion of the 1907 crop. Another big slice has certainly been taken out of the unsold fraction during the week. Competition is getting a little more brisk and possibly the average price a trifle higher but the great bulk of the buying is yet done at bargain figures. We could fill a page of sales running from 4 to 6 cents, but rather give space to some of the better grades that indicate some profit to the grower and yet show the range taken:

Ladd & Flom, 20a at 9 and 2½c asst.
K. H. Tiesberg, 15a at 8¾ and 2½c asst.
Oscar Johnson, 10a at 9¾ and 2½c asst.
A. E. Thorson, 10a at 7½ and 2c.
Thos. Gretybach, 7a at 6¾ and 2½c.
Peter Severson, 4a at 7c.
Chas. Tall, 9a at 6½ and 2c.

Business at the packing points is progressing slowly owing to the scarcity of warehouse help that is surely prolonging the handling season far beyond the usual limits.

The market for cured leaf is not without some movement, but generally in small lots to accommodate urgent needs of manufacturers. Packers are still hoping for a revival of trade.

The plant beds for another crop are now mostly laid and the weather of the week is especially favorable to early germination. In some localities young plants are already appearing.

Shipments 1,644 cases.—Reporter.

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade Seed and Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

American Protectorate
A Choice 5c. Cigar
Handsomely Packed and put up in Several Popular Shapes and Sizes
Manufactured by
Himmelberger & Noll.

ROBESONIA, PA.

LITHOGRAPHERS AND PRINTERS 312-316 E. 23RD ST. SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER Krueger & Braun NEW YORK CIGAR LABELS AND BANDS

The Gilt Edge
Cigar Box Factory
CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

It Will Remove Rankness from Tobacco
Take Away Mustiness and Give Cigars Havana Flavor.
CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
Chaskel Chemical Works
265 West Broadway, New York

W. H. RAAB & SONS
LA CUBANA CIGAR FACTORY No 463
MANUFACTURERS OF High Grade Cigars.
CAPACITY 75,000 PER DAY
ESTABLISHED 1871. DALLASTOWN, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc. MANUFACTURERS
814-832 N. LAWRENCE ST., PHILADELPHIA
SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
CIGAR RIBBONS

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

CIGAR BOXES

A. KAUFFMAN & BRO.
YORK, PA.

CIGAR BOX LUMBER

Wm. STEINER, SONS & COMPANY
Lithographers
257 to 265 West 17th Street, NEW YORK
SPECIALTIES
CIGAR LABELS ADVERTISING NOVELTIES
IMPORTED AND DOMESTIC BANDS

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

ADEN BUSER Manufacturer of
Dealer in LUMBER LABELS EDGING ETC.
Cigar Boxes and Cases
R. F. D. No. 3
YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Established 1877 New Factory 1904

H. W. HEFFENER
Howard and Boundary Aves.
YORK, PA.

Steam Cigar Box Manufacturer

DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS,
EDGINGS, BANDS, ETC.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
Labels, Ribbons, Edgings
716—728 N. Christian St. LANCASTER, PA.

Minnich Baling Press
PATENTED MARCH 9, 1897

For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed
Presses
FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

Minnich Machine Works
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

..Any Flavor You Need..
We'll Turn Out in Our Laboratory Under Our Guarantee. We'll Make Your Troubles Ours.
Acme Extract & Chemical Works
E. G. ECKERT, Proprietor. Hanover, Pa.

Patents *Caveats, Trade Marks, Design-Patents, Copyrights, etc.*
Correspondence Solicited
JOHN A. SAUL
Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Clear Havana	10c.
"S. B." Seed and Havana	5c.
"KATHLEEN O'NEIL"	5c.
"VUELTA SPRIGS" The Mellow Cigar	5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .

STAUFFER BROS. MFG. CO.
NEW HOLLAND PA.

For Sale by All Dealers

VIRGINIA

PERIQUE

MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

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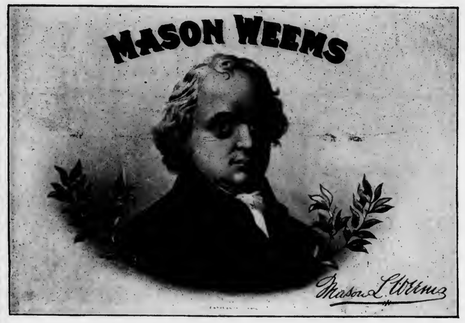
E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

Established 1889 Incorporated 1907

A. B. HESS CIGAR CO.

INCORPORATED



Manufacturers of

HIGH GRADE

Havana and Domestic Cigars

Advantageous arrangements will be made with progressive distributors in territory not already covered - - -

These brands are strong specialties, finding favor wherever introduced

Factory and Office:

349 to 351 North Shippen St.

LANCASTER, PA.

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THE TOBACCO WORLD

Established in 1881. Vol. XXVIII., No. 19. | PHILADELPHIA and NEW YORK, MAY 6, 1908. | One Dollar per Annum. Payable in Advance.

Liberman Suction Tables

RECOGNIZED STANDARD

Thimbles made to order to fit any desired shape of cigar head

TUCK CUTTERS and CIGARMAKERS' KNIVES

Liberman Manufacturing Co.

812-814 Winter Street PHILADELPHIA, PA.

UNITED STATES TOBACCO CO.

. . . MANUFACTURERS OF . . .

CENTRAL UNION . Cut Plug
IDLE HOUR . . . Sliced Plug
EPICURE (For Pipe or Cigarette) Shredded Plug
HUNT CLUB . . . Cube Pipe Tobacco
SPHINX MIXTURE . Smoking

UNION MADE GOODS INDEPENDENT FACTORY

RICHMOND, VA.

P. & S. LOEWENTHAL

Importers and Packers

OF

LEAF TOBACCO

AND

SHADE GROWN FLORIDA

SUMATRA

138 Water St. New York

Growers and Packers of

FLORIDA TOBACCOS

Write for Samples

SCHROEDER & ARGUIMBAU

178 Water Street, New York

CHARLES M. GUDKNECHT, PRESIDENT

LA HILDA CIGAR FACTORY
(INCORPORATED)
MANUFACTURERS AND IMPORTERS
231 CHESTNUT STREET
CORRESPONDENCE SOLICITED PHILADELPHIA

W. W. STEWART & SONS
Reading, Pa.
Makers of the
JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
ELI PERKINS
5c.

High Grade Seed and Havana Cigars
Correspondence with Responsible Houses Solicited

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Factory 1839. First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

Wanted—CUTTINGS—SCRAPS—SIFTINGS
EMIL BERGER TOBACCO CO.
Tel. 722 Orchard 6-8-10 Gouverneur Slip, NEW YORK

For Sale { CIGAR SCRAPS—Clean and Sound
Write Us for Prices
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THE TOBACCO WORLD

Vol. XXVIII., No. 19 PHILADELPHIA, MAY 6, 1908 One Dollar the Year

MAIL POUCH TO RESUME.

Machinery Being Repaired and Preparation Made for an Early Resumption.

Wheeling, W. Va., April 30.

The management of the Bloch Bros.' tobacco works on the South Side has taken advantage of the shut down to make needed repairs on the machinery of the works and to that end a force of men has been placed at work. Everything will be put in ship-shape condition for the resumption of operations in full and as was stated when the plant closed down it will resume with full forces some time during the coming week and probably Monday or Tuesday.

For the past several weeks and up until last Monday the works have been running full time with the result that an over stock soon accumulated and the shut down for the space of one week was ordered.

Gilbertsville Factory Closed.

Gilbertsville, Pa., April 30.

W. K. Gresh & Sons have closed their large cigar factory at Gilbertsville. About 100 hands are thrown out of employment. It was the largest industry in the village. The firm has a large supply of cigars on hand and they decided to remove the plant from Gilbertsville.

Steelton May Get Factory.

Steelton, Pa., April 30.

Steelton is to have a new cigar factory. Rosenstein & Co., of New York, have secured an option on a large plot of ground upon which to erect their plant. A large two-story brick building will be constructed as soon as possible, to be ready for business by next fall, when 1,000 hands, mostly girls, will be employed.

Pennsylvania Seed for India.

John S. Weaver, of Kinzer, Pa., a scientific breeder of tobacco seed, and who has exploited his theories to a considerable extent by advertising and other methods of attaining publicity, has received an order for his improved Broadleaf tobacco seed grown by his scientific and intense culture methods, from Prince Hayaji Rao III, Gaekwar of Baroda, India, for experimental purposes on the model farms of the Prince at Baroda.

Death of Bennie Heller.

The sympathy of the entire trade is extended to H. E. Heller, a packer and dealer in leaf tobacco at Greenville, O., who has suffered the loss of his son, Bennie Heller, who died on April 24.

The deceased was stricken with appendicitis. The most skillful physicians were called in and a surgical operation was performed, but it was discovered that there were obstructions of the bowels and that the patient was past medical aid.

PENN TOBACCO CO. PAYS WELL

Agreeable Surprise to Its Stockholders.

Wilkes Barre, Pa., April 30.

Stockholders of the Penn Tobacco Company, of this city, were agreeably surprised when they received the quarterly statement of the company showing that they were entitled to an annual dividend of twenty per cent. 8 per cent. on the preferred stock and twelve per cent on the common.

The Penn Tobacco Company is a local company selling tobacco throughout the entire country, and the success which has been met with so far has prompted the directors to secure a new site and erect a large new building in the lower end of the city, the site for which has not yet been decided upon.

DARK TOBACCO GROWERS MEET

Kentuckian Assails Governors of Kentucky and Tennessee.

Clarksville, Tenn., April 30.

The Dark Tobacco Growers' Association met here this week in regular session with a large attendance. District reports showed the association to be in fine condition. Tobacco plants are almost ready for setting out and with favorable weather much of the weed will be planted. Ed Martin of Stewart county made a talk in which he spoke of the success of the association. He had no ill will towards Clarksville and did not think the town should be held responsible for the acts of a few individuals. He believed ninety-five per cent. of the people of Clarksville were in sympathy with the association.

Ed Webb of Trenton, Ky., created a sensation by his attack on Clarksville and Gov. Patterson of Tennessee and Gov. Willson of Kentucky for official acts made, he claimed, against the association. He was very bitter in his remarks.

Allen Was Not Parner.

Newark, N. J., April 30.

That Thomas Allen, of Rahway, has failed to establish that he is a partner of Arthur C. Becker in a tobacco and snuff business in that city, which formerly belonged to Allen, but which Becker bought in at a bankrupt sale, is the gist of a memorandum which Vice-Chacellor Howell filed in injunction proceedings brought by Becker against Allen three weeks ago.

In a bill filed in Becker's behalf by Abe David, of Elizabeth, it was charged that when Becker, about a month ago, ordered that the plant be shut down as business was slack, Allen, whom Becker had taken into his employ as saleeman, directed the foreman to keep the plant running, saying that he was a partner in the concern. According to the bill, a fracas ensued, which resulted in the arrest of both Allen and the foreman, and when both were freed on giving bail they returned to the plant and kept it running until stopped by a temporary restraining order incorporated in a rule to show cause secured by Mr. David.

QUALITY SHOP TALK

BY FINLEY ACKER

Finley Acker, head of the widely known firm of Finley Acker & Co., proprietors of the Acker Quality shops, fancy grocers and restauranteurs, has given out for publicity some pertinent remarks on the success of a store artistic, and the Acker Quality Shops in particular, but it is interesting reading, and we print it herewith:

The primary purpose, in every commercial enterprise is to make money.

Whether or not money is made depends upon whether the aggregate expense of doing business, including depreciation of plant, interest upon investment and loss by bad accounts, is less or more than the aggregate gross profit.

The cheap character of business done by some firms, and the exacting demands of the customers who are served, require that the operating expenses be reduced to a minimum in order that low prices may be quoted and yet insure a profit to the firm. In such cases it is unwise to give the "artistic" element serious consideration for two reasons: First, if allowed to permeate the details of management it will necessarily increase the ratio of operating expenses; second, even though the increased expense were immaterial, it would suggest the idea of costliness of operation to the "bargain hunter" or to one to whom "price" is the first consideration.

On the other hand, there are many buyers in this country to whom "quality"—"quality" in the article bought, "quality" in the service rendered and "quality" in the environment and appointments of the salesroom—are features which appeal to their sense of refinement and comfort, and these buyers are willing to pay a fair price for these advantages.

An extreme illustration of the above principles many be found in the restaurant line. In a Bowery lunch room a full course dinner may be had for a quarter, but what will the same number and kind of dishes cost at Sherry's? And yet both restaurants are well patronized, because the proprietors adapt their service and their prices to their respective classes of patrons.

My personal opinion is that where prospective patrons are of the well-to-do class, and particularly where they are refined, educated and have extensively traveled, that the "artistic in a store" not only appeals to them favorably, but subtly establishes a feeling of confidence and satisfaction that the establishment is in a superior class and that the management is keenly alive to the constant progressive changes which are taking place, and that consequently they can depend upon securing the most up-to-date goods and service.

From a commercial point of view, confidence of this character is worth a great deal to the firm, because it eliminates the frequently unreasonable demand that goods be sold at a loss or without profit, and assures the securing of a reasonable profit and at the same time maintains the confidence and good will of the buyer.

It was with the above ideas in mind that I analyzed the proposition to utilize the first floor and part of the basement of the S. S. White Building, corner Chestnut and Twelfth streets, Philadelphia, and which is now known to many as the "Acker Quality Shop." This salesroom was about 220 feet long and about 45 feet wide in the centre and had been occupied for forty years by a well known jewelry firm. Notwithstanding its admirable proportions and ideal location, it was unattractive and gloomy, but I believed the building capable of many desirable changes.

The plans which were finally approved included the facing with marble the Twelfth street front and introducing ten additional show windows, five additional entrances and twenty exterior show cabinets. These changes practically gave us an additional frontage of 220 feet. The ceiling was 20 feet high and flat, but I discovered that behind the lath and plaster was an uniform series of arches, the centers of which were 20 inches higher. The architect approved the idea of ripping off the lath and plaster and getting the benefit of the higher ceiling and also the artistic effect of the arches, which were supported by richly decorated beams. This additional height facilitated the idea of utilizing one-half of the room for a balcony without marring the beauty of the room, and possibly accentuating it. The result was eminently satisfactory.

Considerable thought was given to combine utility with artistic effect. That this has been successful is evidenced by the complimentary remarks made by foreigners as well as Americans who have visited it. I think the result of the experiment has also vindicated the theory that the general public appreciate in a practical way "the artistic in a store," provided it is associated with honest goods, up-to-date service and fair prices.

My own beautiful store is a psychological problem in its entirety, and also in many particulars, and ranks as the most beautiful salesroom and unique luncheon balcony in the world. A distinguished Parisian who inspected it enthusiastically exclaimed: "You call this a salesroom! In France we would call it a palace."

Paris, London, the Orient, the great cities of this country and the leading World's Expositions have all contributed some ideas to this modern scheme of adorning a strictly commercial enterprise with such a beautiful and artistic garb that the buyer not only gets value in his purchase, but at the same time absorbs a sense of intellectual exhilara-

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....IMPORTERS of PHILADELPHIA

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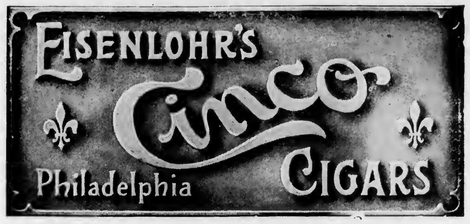

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Machinery Being Repaired and Preparation Made for an Early Resumption.

Wheeling, W. Va., April 30.

The management of the Bloch Bros.' tobacco works on the South Side has taken advantage of the shut down to make needed repairs on the machinery of the works and to that end a force of men has been placed at work. Everything will be put in ship-shape condition for the resumption of operations in full and as was stated when the plant closed down it will resume with full forces some time during the coming week and probably Monday or Tuesday.

For the past several weeks and up until last Monday the works have been running full time with the result that an over stock soon accumulated and the shut down for the space of one week was ordered.

Gilbertsville Factory Closed.

Gilbertsville, Pa., April 30.

W. K. Gresh & Sons have closed their large cigar factory at Gilbertsville. About 100 hands are thrown out of employment. It was the largest industry in the village. The firm has a large supply of cigars on hand and they decided to remove the plant from Gilbertsville.

Steelton May Get Factory.

Steelton, Pa., April 30.

Steelton is to have a new cigar factory. Rosenstein & Co., of New York, have secured an option on a large plot of ground upon which to erect their plant. A large two-story brick building will be constructed as soon as possible, to be ready for business by next fall, when 1,000 hands, mostly girls, will be employed.

Pennsylvania Seed for India.

John S. Weaver, of Kinzer, Pa., a scientific breeder of tobacco seed, and who has exploited his theories to a considerable extent by advertising and other methods of attaining publicity, has received an order for his improved Broadleaf tobacco seed grown by his scientific and intense culture methods, from Prince Hayaji Rao III, Gaekwar of Baroda, India, for experimental purposes on the model farms of the Prince at Baroda.

Death of Bennie Heller.

The sympathy of the entire trade is extended to H. E. Heller, a packer and dealer in leaf tobacco at Greenville, O., who has suffered the loss of his son, Bennie Heller, who died on April 24.

The deceased was stricken with appendicitis. The most skillful physicians were called in and a surgical operation was performed, but it was discovered that there were obstructions of the bowels and that the patient was past medical aid.

PENN TOBACCO CO. PAYS WELL

Agreeable Surprise to Its Stockholders.

Wilkes Barre, Pa., April 30.

Stockholders of the Penn Tobacco Company, of this city, were agreeably surprised when they received the quarterly statement of the company showing that they were entitled to an annual dividend of twenty per cent. 8 per cent. on the preferred stock and twelve per cent on the common.

The Penn Tobacco Company is a local company selling tobacco throughout the entire country, and the success which has been met with so far has prompted the directors to secure a new site and erect a large new building in the lower end of the city, the site for which has not yet been decided upon.

DARK TOBACCO GROWERS MEET

Kentuckian Assails Governors of Kentucky and Tennessee.

Clarksville, Tenn., April 30.

The Dark Tobacco Growers' Association met here this week in regular session with a large attendance. District reports showed the association to be in fine condition. Tobacco plants are almost ready for setting out and with favorable weather much of the weed will be planted. Ed Martin of Stewart county made a talk in which he spoke of the success of the association. He had no ill will towards Clarksville and did not think the town should be held responsible for the acts of a few individuals. He believed ninety-five per cent. of the people of Clarksville were in sympathy with the association.

Ed Webb of Trenton, Ky., created a sensation by his attack on Clarksville and Gov. Patterson of Tennessee and Gov. Willson of Kentucky for official acts made, he claimed, against the association. He was very bitter in his remarks.

Allen Was Not Parner.

Newark, N. J., April 30.

That Thomas Allen, of Rahway, has failed to establish that he is a partner of Arthur C. Becker in a tobacco and snuff business in that city, which formerly belonged to Allen, but which Becker bought in at a bankrupt sale, is the gist of a memorandum which Vice-Chacellor Howell filed in injunction proceedings brought by Becker against Allen three weeks ago.

In a bill filed in Becker's behalf by Abe David, of Elizabeth, it was charged that when Becker, about a month ago, ordered that the plant be shut down as business was slack, Allen, whom Becker had taken into his employ as saleman, directed the foreman to keep the plant running, saying that he was a partner in the concern. According to the oill, a fracas ensued, which resulted in the arrest of both Allen and the foreman, and when both were freed on giving bail they returned to the plant and kept it running until stopped by a temporary restraining order incorporated in a rule to show cause secured by Mr. David.

QUALITY SHOP TALK

BY FINLEY ACKER

Finley Acker, head of the widely known firm of Finley Acker & Co., proprietors of the Acker Quality shops, fancy grocers and restauranteurs, has given out for publicity some pertinent remarks on the success of a store artistic, and the Acker Quality Shops in particular, but it is interesting reading, and we print it herewith:

The primary purpose in every commercial enterprise is to make money.

Whether or not money is made depends upon whether the aggregate expense of doing business, including depreciation of plant, interest upon investment and loss by bad accounts, is less or more than the aggregate gross profit.

The cheap character of business done by some firms, and the exacting demands of the customers who are served, require that the operating expenses be reduced to a minimum in order that low prices may be quoted and yet insure a profit to the firm. In such cases it is unwise to give the "artistic" element serious consideration for two reasons: First, if allowed to permeate the details of management it will necessarily increase the ratio of operating expenses; second, even though the increased expense were immaterial, it would suggest the idea of costliness of operation to the "bargain hunter" or to one to whom "price" is the first consideration.

On the other hand, there are many buyers in this country to whom "quality"—"quality" in the article bought, "quality" in the service rendered and "quality" in the environment and appointments of the salesroom—are features which appeal to their sense of refinement and comfort, and these buyers are willing to pay a fair price for these advantages.

An extreme illustration of the above principles many be found in the restaurant line. In a Bowery lunch room a full course dinner may be had for a quarter, but what will the same number and kind of dishes cost at Sherry's? And yet both restaurants are well patronized, because the proprietors adapt their service and their prices to their respective classes of patrons.

My personal opinion is that where prospective patrons are of the well-to-do class, and particularly where they are refined, educated and have extensively traveled, that the "artistic in a store" not only appeals to them favorably, but subtly establishes a feeling of confidence and satisfaction that the establishment is in a superior class and that the management is keenly alive to the constant progressive changes which are taking place, and that consequently they can depend upon securing the most up-to-date goods and service.

From a commercial point of view, confidence of this character is worth a great deal to the firm, because it eliminates the frequently unreasonable demand that goods be sold at a loss or without profit, and assures the securing of a reasonable profit and at the same time maintains the confidence and good will of the buyer.

It was with the above ideas in mind that I analyzed the proposition to utilize the first floor and part of the basement of the S. S. White Building, corner Chestnut and Twelfth streets, Philadelphia, and which is now known to many as the "Acker Quality Shop." This salesroom was about 220 feet long and about 45 feet wide in the centre and had been occupied for forty years by a well known jewelry firm. Notwithstanding its admirable proportions and ideal location, it was unattractive and gloomy, but I believed the building capable of many desirable changes.

The plans which were finally approved included the facing with marble the Twelfth street front and introducing ten additional show windows, five additional entrances and twenty exterior show cabinets. These changes practically gave us an additional frontage of 220 feet. The ceiling was 20 feet high and flat, but I discovered that behind the lath and plaster was an uniform series of arches, the centers of which were 20 inches higher. The architect approved the idea of ripping off the lath and plaster and getting the benefit of the higher ceiling and also the artistic effect of the arches, which were supported by richly decorated beams. This additional height facilitated the idea of utilizing one-half of the room for a balcony without marring the beauty of the room, and possibly accentuating it. The result was eminently satisfactory.

Considerable thought was given to combine utility with artistic effect. That this has been successful is evidenced by the complimentary remarks made by foreigners as well as Americans who have visited it. I think the result of the experiment has also vindicated the theory that the general public appreciate in a practical way "the artistic in a store," provided it is associated with honest goods, up-to-date service and fair prices.

My own beautiful store is a psychological problem in its entirety, and also in many particulars, and ranks as the most beautiful salesroom and unique luncheon balcony in the world. A distinguished Parisian who inspected it enthusiastically exclaimed: "You call this a salesroom! In France we would call it a palace."

Paris, London, the Orient, the great cities of this country and the leading World's Expositions have all contributed some ideas to this modern scheme of adorning a strictly commercial enterprise with such a beautiful and artistic garb that the buyer not only gets value in his purchase, but at the same time absorbs a sense of intellectual exhilara-

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

INTENTIONAL SECOND EXPOSURE

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia

FOUNDED 1855
John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan
FLOR de D&T
DOHAN & TAITT
Importers of Havana and Sumatra
Packers of Leaf Tobacco — VUELTA ARRIBA — 107 Arch St. PHILADA.

K. STRAUS — A. LOEB
K. STRAUS & CO.
IMPORTERS OF
PACKERS OF HAVANA LEAF TOBACCO
301 & 303 North 3rd St.
PHILADELPHIA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
AND PACKERS OF
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe
BENJ. LABE & SONS
IMPORTERS OF
Sumatra and Havana
Packers and Dealers in Leaf Tobacco
228 North Third St., Philadelphia

Julius Hirschberg & Bro.
Importers of Havana and Sumatra and Packers of Seed Leaf
Tobacco
125 North Third St., Philada.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
and
Packers of Leaf Tobacco
306 North Third St., Phila.

H. VELENCHIK — S. VELENCHIK
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

H. Dolinsky & Son
Importers & Packers of
HAVANA AND SUMATRA SEED LEAF TOBACCO
147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH
IMPORTER of HAVANA and SUMATRA
DEALER IN LEAF TOBACCO
REGISTERED
1642-44 N. ELEVENTH, ST. PHILADELPHIA

The Empire Leaf Tobacco Co.,
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St., Phila.

J. S. BATROFF
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The above Precinta, or Warranty Stamp, is only used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these Stamps were made in Cuba by such Independent Manufacturers belonging to the Union.

BE IT KNOWN: That said Guarantee Label only the manufacturers belonging to the Manufacturers' Union have the right to use and to attach on all cigar boxes and other packages of their goods.

COLORS OF THE PRECINTA: Black with pale blue ground; fac simile of the seal of the Presidency of the Republic: dark blue.

tion such as is imparted by a visit to a gallery of art.

Query.—Will not the recollections of the artistic beauty of this French perfumery department enhance the pleasure of the purchaser in the actual use of these dainty and useful toilet preparations? Will not the cleanly and dainty manner in which foods are displayed and handled whet the appetite and impart a delightful sense of confidence when the food is served at the table? Will not these picturesque booths recall to mind foreign climes and add a sentimental charm to the beverages which they produce?

The twenty-foot wide marble staircase and the graceful lines and rich modeling of the dining balcony to which it leads may remind you of the Grand Opera House of Paris. The visitors will be tempted to ascend these stairs and seat themselves at the tables of the Parisian cafe or the English inn or the men's Dutch kitchen. A psychological problem of the balcony is whether many diners will not enjoy lunching amid such pleasing and versatile environments more than they would in an uninteresting and conventional restaurant? Also whether the food is not likely to be more readily assimilated?

The "Quality" Shop Library was an after-thought, but its success is attested by its increasing membership.

It is the purpose, so far as practicable, to select for the "Quality Shop" attendants who look only upon the genial and bright side of life. If a pessimist inadvertently creeps in, he or she must be converted into an optimist or resign.

The resulting problem is whether the concentrated cheerfulness and courtesy of over a hundred employes in a single salesroom will not enable the buyers to carry away with them sufficient exhilaration to make trading seem more agreeable and less exhausting than any other salesroom in the world.

—The United Cigar Manufacturers Co. reports a steady gain over the preceding months. The demand from the West is showing more strength than at any time since the beginning of the year, with encouraging prospects.

WM. L. LIGETY
Established 1889
Commission Merchant
IN Leaf Tobacco
IMPORT Phone 3750 John EXPORT
160 Water St., New York
We Buy or Sell for You
Write Today
Cable Address "Ligety," New York
Cable Codes, Western Union and ABC

FADER IN NEW CORPORATION.

Chesapeake Tobacco Co. Formed with $320,000 Capital.

Baltimore, Md., April 30.

A. Fader, the well known Baltimore street cigarist, is one of the incorporators of a new corporation which will be known as the Chesapeake Tobacco Co., and which has an authorized capital of $320,000. Associated with Mr. Fader are Meyer Rosenbush, Ambrose Vogt, Edward A. Weller and Gustav Korb.

A BENEFICIAL INSTITUTION.

Report Showing Vast Sums Paid Out in 29 Years by the Cigarmakers' Union.

The Cigarmakers' Official Journal of last week contains an interesting report of the finances and benefits paid out by the union in the last 29 years. During that time the total strike benefit has been $1,159,484.26; sick benefit, $2,537,677.92; death and total disability benefit, $1,907,509.03; out of work benefit, $1,089,274.61.

In 1907 the benefits paid were: Strike, $22,644.68; sick, $173,505.67; death and total disability, $207,558.87; out of work $19,497.50. The total cost per member for all benefits in 1907 was $9.05, a decrease of 44 cents from the preceding year.

A study of the table for the 29 years shows a slowly growing expenditure from the sick and death benefit funds, while the strike and out of work benefits vary, 1907 being smaller in each than several preceding years.

STEPHEN F. KETRAN
Interior Wood.. Work..
Makes a Specialty of Fitting Up Cigar Stores
Bank, Church, Office, Store Fixtures and Special Cabinet Work
1615 to 1623 McKean St., Philadelphia

Lynnhaven

¶ REGISTER YOUR TRADE MARKS IN THE REGISTRY DEPARTMENT OF THE TOBACCO WORLD . . .

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.

Long Distance Telephone, Market 3025.

SAMUEL HARTMAN & CO.

DEALERS AND PACKERS OF

Domestic **Leaf Tobacco** of All Kinds

CONNECTICUT A SPECIALTY

Office and Salesroom:

313 and 315 West Grant Street

Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

L. J. SMITH & CO.

Wholesale

Cigar Manufacturers

and Dealers in Leaf Tobacco

Red Lion, Pa.

Keyno

HAVANA SHORTS

2 oz. 5c.

Norristown

Tobacco Works

NORRISTOWN, PA.

Manufacturers of

Havana Shorts

Private Brands for Jobbers a Specialty Samples submitted on application

With Specially Designed Bands.

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

Established 1895 Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of

Sumatra and Havana

Packers and Exporters of and Dealers in

Leaf Tobacco

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of C HAVANA, 123 North Third Street PHILADELPHIA

Market Pendulum Swings Back in Havana.

Increased Number of Visitors Does Not Seem to Have Helped Trade as Much as Was Expected. Independent Factories Receive Orders but Slowly, and the Trust has Laid Off All Its Cigarmakers in the City.

Special Correspondence of The Tobacco World.)

Havana, Cuba, April 27, 1908.

Business during the pas. week has not shown up as well as during the one previous. While some buyers have again favored us with a visit, they do not seem to show a great deal of animation in stocking up as they ought to do under the present circumstances. Surely no blame can be attached to our dealers, as they show enough willingness to facilitate matters for all the buyers who are coming here; therefore the trouble must be that business in the United States has failed to fulfill the expectations of the tobacco trade in general. However, after the political combinations have been made and the country at large shall have been assured that there will be no revolutions in the tariff, or in the policy pursued by the United States in its relations with other nations, it is reasonable to suppose that there will be a gradual increase in all lines of business. Cuba's welfare being so much bound up with that of the United States, we must be prepared to suffer the consequences of a lessened demand in the industries in the North. Besides, we are suffering from other abnormal conditions, as owing to the shortness of the sugar crop last year, and the continued drought this year, making it probable that the crop will be even shorter, a fact which the price of sugar has not counterbalanced, curtails the purchasing power of Cuba for goods which it needs to import for home consumption. The lessened demand for cigars has necessarily thrown out of employment a large number of cigarmakers, who are now clamoring to our Provisional Governor for assistance.

But notwithstanding the dark outlook for the immediate future, there is no necessity for despairing, as a change must come in the natural course of events. While prices now ruling here for all classes of leaf tobacco have undoubtedly touched rock bottom, it does not follow that one or the other holder, through pressing needs to fill his engagements, may not be forced to make further concessions in his figures. Under these circumstances it ought to be good policy on the part of the Northern dealers and manufacturers to come here and take advantage of the existing conditions. While the weather is already quite warm there is not the least sickness here, so that no quarantine exists between Havana and the Southern ports of the United States.

The dry weather still continues and there isn't a single packing going on in the Vuelta Abajo, although in the Partido district a few packings are working with small forces, and when the weather conditions all become more favorable the escojidas will soon be in full blast.

The best judges of tobacco declare openly that it would be foolhardy to predict anything about the final outcome of this year's crop, as everything will depend upon how the tobacco turns out after it has undergone the sweating processes in the piles and in the bales.

Sales

during the past week amounted to 3,350 bales, divided into 900 of Vuelta Abajo, 150 Partido, 1,500 of Remedios and 800 of Mayari. For the American market 1,450 bales were purchased, 1,000 for Europe and 900 for local consumption.

Buyers Come and Go.

Arrivals: Max Stern, of Sylvester & Stern, New York and Havana; Simon and Clarence Batt, of S. Batt & Co., Simon Ruppin, of S. Ruppin, Charles Brenneman, of M. J. Cassidy & Co., and I. Reinitz, of New York; Frank Dominguez, of E. A. Calves & Co., Philadelphia; George C. Mayer, of Philip D. Mayer & Sons, New Orleans.

Departures: E. J. Stachelberg, for

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana Reina 20, Havana P. O. Box

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56 NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

Rz. BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista Neptuno 170--174 Special Partner—Gumersindo Garcia Cuervo

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ **B. DIAZ & CO.** R. RODRIGUEZ

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge **JORGE & P. CASTAÑEDA** Y. P. Castaneda

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" Correspondence Solicited in English

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM *Habana*

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

Tampa; Bernhard and Julius Lichtenstein, for New York; Pepin Rodriguez and Donato Arguelles, for Europe via New York.

Havana Cigar Manufacturers

are still suffering from dull times and new orders are coming in very slowly to our Indepenent manufacturers. The Trust has discharged all of its cigarmakers in the City of Havana, and is only working moderately in its branch factories at Santiago de las Vegas and San Antonio de los Banos.

H. Upmann & Co. shipped 700,000 cigars during the past week.

Behrens & Co. continue fairly busy in their Sol factory.

Buying, Selling and Other Notes of Interest.

Rodriguez Bautista & Co. sold 500 bales of Remedios tobacco during the past week.

Bernhard Lichtenstein left by the steamer Saratoga, accompanied by his son Julius, expressing himself as well pleased with the business he had done during his stay here. He did not care to divulge the number of bales purchased, but stated that he held options on a good many lots, upon which he would decide after he reached New York.

Muniz Hnos. & Co. are reported to have closed out 500 bales of leaf tobacco.

Isaac Bernheim & Sons are said to have been purchasers of Remedios again this past week, and are apparently in the market for more.

Sobrs. de A. Gonzalez were sellers to the extent of 300 bales of Vuelta Abajo during the past ten days.

S. Ruppin has been going around the market with his usual vim, and has already purchased several vegas.

Perez & Obeso disposed of 300 bales of Vuelta Abajo to local manufacturers.

Simon Batt and his son Clarence have not let the grass grow under their feet and they have succeeded in finding some very choice vegas at the right prices.

B. Diaz & Co. have closed out 300 bales of Vuelta Abajo and Partido to local and Northern buyers.

Alfredo Meyer has been quite a large buyer of low grades of Remedios for export to Germany, at prices fully 50 per cent. lower than were ruling last year.

RECEIPTS FROM THE COUNTRY.

	Week ending April 25 Bales	Since Jan. 1 Bales
Vuelta Abajo	460	16,970
Semi Vuelta	17	1,682
Partido	13	684
Matanzas	4	321
Remedios & S. Clara	775	18,773
Mayari	135	1,987
Total	1,404	40,417

STORM RUINS TOBACCO CROPS.

Much Damage Done by Tornado Near Tallahassee, Fla.

Tallahassee, Fla., April 30.

A terrific wind storm destroyed considerable property a few miles east of this city today early.

Tobacco sheds, barns and other wooden structures were razed and the damage to crops is heavy.

The wind swept directly through Leon county, the tobacco section of Florida.

So far as known there was no loss of life. Wires are down in many directions, making communication difficult.

EDEN CIGAR FACTORY

of BANCES & LOPEZ
HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market
Correspondence solicited in English

Monte 156, P. O. Box 595 HABANA, CUBA Cable: "Calda"

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

LUIS MARX

Tobacco Grower

No. 8 Cuba Street **Post Office Box 77**

HABANA

TO THE TRADE:

Our Mr. A. Martin will call on the trade next week with a fine line of

First and Second Capaduras of

Santa Clara

and Selections of the Finest

Vuelta Abajo

Values are of Special Attraction

Hamburger Brothers & Co.

Packers and Importers of

Havana Tobacco

No. 228 Pearl Street *NEW YORK*

ERNEST ELLINGER & CO. Office, Nos. 87-89 Pine Street New York
Importers of HAVANA TOBACCO

ROTHSCHILD & BRO.
141 Water St
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of Leaf Tobacco
Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, May 5.

New York Leaf Market.

There was only a quiet and routine business done in the leaf market of this city during the past week. It is gradually dawning upon the trade that the heavy purchases by the American Tobacco Co. of Pennsylvania and other tobaccos may have much significance, from the fact that much if not nearly all of it is being shipped to Southern points for handling. Under continuing normal conditions there would not, it is declared, have been an overabundance of leaf, and now that so much of the 1907 Pennsylvania is getting practically out of the hands of the trade it is reasoned that when the factory demands again increase in activity their needs will rapidly multiply because of the fact that stocks have been well nigh exhausted, and that the demand will in all probability again cause an advance in market prices. Although goods of that type have been offered on this market at concessions in price, there is none really sacrificed, and there is every chance of advance within a comparatively few months.

There was a moderate demand during the week for Wisconsin tobaccos and some types of Ohio, and transactions were running large in those types of goods.

The Sumatra market shows little change in the past week, and sales have not been specially active.

In Havana tobacco the market remains quiet and prices are practically unchanged.

• • •

The Cigar Industry.

It is the concensus of opinion that matters in the cigar trade have changed to a permanent improving condition, and already some increase is shown in the output of April over that of March. Factories are gradually increasing their forces and it is now hoped that within another month the full complement of hands will find employment.

• • •

Philadelphia Week Next.

Many members of the trade are looking forward with pleasant anticipations to next week, when they will visit the "City of Brotherly Love," either as Delegates to the Convention of the National Cigar Leaf Tobacco Association or merely as members of the trade, and it is fair to assume that there will be some business mingled with the pleasures of the occasion.

• • •

Honor for Asa Lemlein.

Asa Lemlein, manager of the New York office of the E. H. Gato Cigar Co., was signally honored last week by his election to the Presidency of the New York State Division of the Travelers' Protective Association. The T. P. A. has a large membership from the tobacco trade, among the more prominent of which are Jas. W. Geyer, Neil McCoul, W. W. St. John and E. J. Stoltz.

Cosio Merges with Steinecke.

The R. Steinecke Co. has consummated an arrangement with the Cosio Cigar Factory, at 130 Maiden Lane, which is an option of four months, and under which arrangement a strong campaign to expand the business of the Cosio Co. will be at once entered into under the personal direction of President Roberts of the Steinecke Co.

• • •

New Leaf Firm.

A partnership has been formed between Charles Barthen and R. Goldsmith, who will do a general leaf tobacco business, and have headquarters at 209 Pearl street. Both of these gentlemen were formerly connected with the Front street house of L. Goldschmidt & Co.

• • •

Inscription at Rotterdam.

The first of this year's inscriptions of Sumatra tobacco at Rotterdam was held on Friday last, May 1st, at which time about 8,000 bales were offered, and practically all of the tobacco suitable for the United States trade was secured by American buyers, aggregating about 1,000 bales.

The principal purchasers were S. Rossin & Sons, 280 bales; B. Labe & Sons, Philadelphia, 200 bales; H. Duys & Co., 130 bales; A. Cohn & Co., 130 bales; E. Rosenwald & Bro., 100 bales; L. P. Sutter & Bros., L. Schmidt & Co. and Jos. Hirsch & Son.

• • •

Cigarette Factory Expanding.

M. Melachrino & Co. have decided on securing larger factory quarters and have also practically decided on a place. The products of this factory have grown to such an extent that the present facilities are deemed inadequate to their needs, making this step necessary.

• • •

May Day Removals.

May 1st, the usual moving day in the business sections of the city, was this year marked by a more than usually large number of changes in the tobacco trade.

The Owl Commercial Co. took possession of its new offices at 130 Water street.

Rothschild & Bro., who had really taken possession two weeks ago, have just about completed all the details of furnishing the elegant new offices at 138 Water street.

The A. Hussey Leaf Tobacco Co. is now comfortably located at the new office, 127 Maiden Lane.

H. Koenig, Popper & Co. have also taken up new quarters at 178½ Water street.

• • •

Trade Notes.

A charter has been granted to the J. Schnurr Co., of Brooklyn, to deal in cigars, etc.; capital $3,000. The directors are A. B. Neuman, 288 East Houston street, Jennie Schnurr, 444 Grand street, and Celia Diamant, 23 Pitt street, New York.

The Cayey-Caguas Tobacco Co. has removed to new quarters at 133 Water street.

The Graham-Ernst Cigar Co. has opened new offices at 12 West Broadway.

Jesse Falk, of G. Falk & Bro., returned last week from a business trip through the West.

D. L. Goldberg, of S. L. Goldberg & Sons, left last week on a flying trip West.

D. A. Shaw, President of the Florida Tobacco Co., has returned to his home at Quincy, Fla., after a protracted stay in New York.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER
Monroe D. Sellers, Sellersville, Pa.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
NEW YORK
ESTABLISHED 1840 CABLE: "NARGIL"

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga. Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn
CONNECTICUT HAVANA SEED

HOTEL
RICHMOND
17th and H Streets
WASHINGTON, D. C.
100 Rooms, 50 Private Baths. American Plan: $3.00 Per Day, Upwards; With Bath, $1 Additional.
European Plan: $1.50 Per Day, Upwards; With Bath, $1 Additional.

A high-class hotel, conducted for your comfort. Remodeled, refurnished throughout. Directly on car line. Union Station, 20 minutes. Capitol, 20 minutes. Shops and Theatres, 10 minutes. Two blocks to White House and Executive Buildings. Opposite Metropolitan Club.
SUMMER SEASON JULY TO OCTOBER
Wayside Inn and Cottages, Lake Luzerne, N. Y., in the Adirondacks. Switzerland of America. 45 minutes from Saratoga. Send for Booklet.
CLIFFORD M. LEWIS, Proprietor

STOP AT THE
NEW PRINCESS HOTEL
WHEN AT
ATLANTIC CITY

South Carolina Ave., 200 feet from Beach
The Princess Hotel is newly furnished throughout with rare taste, and possesses all modern requisites for convenience and comfort of the guests. Golf privileges and privilege of the Atlantic City Yacht Club extended to the guests.
American and European Plan
A BOOKLET will be gladly furnished upon application
Rates: Running from $12.50 to $30 per week, according to location of the rooms.
For further information address
CROWELL & COLLIER
THE PRINCESS HOTEL
Atlantic City, N. J.

STRIPPERS STRIKE IN BOSTON.

H. Traiser & Co.'s Tobacco Strippers Quit Work on Saturday. The Cigarmakers May also be Called Out.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]
Boston, Mass., May 4.

As predicted in my previous letter all of the tobacco strippers in the H. Traiser & Co. factories here quit their work Saturday and went on a strike. This is one of the largest union cigar factories in the United States, employing from 800 to 900 hundred cigarmakers and having a yearly output of 75,000,000 cigars. The strike was sanctioned by the American Federation of Labor. The cigarmakers will work up all the prepared stock and then, if the International Cigarmakers' Union coincides, all the cigarmakers will be called out.

The cause of the strike was on account of Traiser & Co. having most of their fillers stripped elsewhere and shipped here prepared to be worked, having the local strippers simply strip the binders and wrappers, which could not be stripped elsewhere. The Boston strippers wanted Traiser & Co. to have all their tobacco stripped here, and they refused the demands of the Strippers' Union. It is said that H. Traiser & Co. have a supply of cigars on hand to run them into the month of August. The firm has just notified their jobbers of an extra 2 per cent. on all purchases between May 1st and May 29th, each shipment to contain 4,800 Pippin and 200 Howard cigars, and on all orders from June 1st to 30th, where the previous month's business has been doubled, an extra 4 per cent. will be allowed the jobber.

The American Cigar Co. has notified the jobbing trade that on and after May 1st all brands of cigars, cheroots and short smokes made by them will be manufactured and marketed by the Federal Cigar Co., 111 Fifth avenue, which is a subsidiary branch of the company. Joe Pearlstein, who is the Boston representative, is at present on a visit to the factory in Richmond, Va.

The Tobacco Trust is distributing many free samples here of a 1 ounce tin box of Blue Boer, a high grade smoking mixture.

Ed. Davis is meeting with much success in placing the Rodena clear Havana cigars about town.

Ralph M. Gans (Gans Bros., N. Y.) spent several days calling on the jobbing trade this week, and took a nice bunch of orders for their Wm. the Fourth, Ganbro and Dona Roma clear Havana cigars.

The sale of Estabrook & Eaton's little Marguerite pony cigars is increasing nicely. Much of this success is due to W. W. Hutchinson, one of the firm's local representatives, who is in every respect a hustler.

Mr. Woods (Phillip Morris Co.) is distributing some new handsomely framed signs advertising the Phillip Morris cigarette. The Unis 15 cent cigarette, made by this concern, is surely gaining many friends here.

M. Barnett, the Springfield, Mass., wholesaler, was in town Tuesday. He stopped off on his way home from Lynn.

Victor Sheppard, formerly with the Khedivial Co., is now placing on the market Victor Breath Bits, a package of breath prefume.

I heard Saturday that Max Morse (Porto Rico Cigar Co.) 202 Milk street, had died very suddenly during the past week. Mr. Morse for many years operated a cigar stand on Broadway Extension near Washington street. He left many friends who were shocked to learn of the sudden death.

The Mentor Co. called off their gratis deal on Ramly cigarettes on Thursday, and most of our jobbers placed large orders for this brand.

It has been announced that the Regulus Cigar Co., N. Y., which did considerable business here with their line of clear Havana cigars, has retired from business. It is hoped that Wm. Frisch will be able to make his regular trips here for some other live concern, as Mr. Frisch has many friends and acquaintances among the Boston trade.

R. & W. Jenkinson Co., Pittsburg, Pa., are placing their new Santa Gloria 2 for 5 cent banded stogies with the local trade, and dealers report them as selling well.

The Khedivial Co., N. Y., are placing in each package of their Samaris cigarettes a coupon with a cash value of 1 cent, redeemable by the company, or the retailer will give a box of Samaris cigarettes to any person bringing in ten of the coupons.

Herbert Nelson (Durlach Bros., N. Y.) was in town Monday taking orders for El Rigodon, El Durbo and other brands of Porto Rico cigars. Ben Ali.

TO PROTECT CROPS IN OHIO

Farmers Will Use Guns Furnished by the State.

Columbus, O., May 4.

In the belief that it will not be necessary to call out the National Guard to repel invasions of night riders into the river counties if the tobacco growers have means of defending their crops, Governor Harris is preparing to send guns to the Brown county farmers.

This step had been determined on before the raid across Beudes Ferry and the burning of a tobacco barn and the destruction of $300 worth of property.

The State cannnot loan the regular guard rifles, which are the property of the U. S. Government, but will send 75 of the 45-calibre Springfield rifles not now in use. To make this legal, bond for their return will be given and the farmers receiving them will be sworn in as deputy sheriffs.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

ESTABLISHED 1881 INCORPORATED 1902

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PHILADELPHIA, MAY 6, 1908.

A PROCLAMATION.

WHEREAS, The Tenth Annual Convention of the National Cigar Leaf Tobacco Association will be held at the Bellevue-Stratford Hotel, Philadelphia, May 11th and 12th, 1908, and

WHEREAS, National legislation of the most vital importance to the entire industry is liable to come up before Congress within the next year, and

WHEREAS, Discussion of matters of grave import, involved in legislation and otherwise, will be a prime object of the aforesaid Convention, and

WHEREAS, The annual election of officers of the National Cigar Leaf Tobacco Association will take place at that Convention. Therefore be it

RESOLVED, That any member of the trade, physically able to attend the Convention and failing to do so, will be derelict in a duty that he owes to himself and the entire tobacco trade, and unmindful of his best business interests.

FOR THE COMMON WEAL!

LOW TARIFF vs. FLORIDA.

Tariff revision promises to be one, if not the most important, matter that will come up for discussion at the Convention of Leaf Tobacco men to be held in this city next week.

Various local boards who are affiliated with and will be represented by delegates at the National Convention have already adopted certain resolutions touching on this subject, and some have put themselves on record as favoring an effort to have a reduction brought about in the duty on imported leaf tobacco, when the time again seems opportune.

It would matter little, however, what resolution might be adopted by any one local board of trade, unless it was also favorably acted upon in Convention and accepted in essence if not verbatim.

And when that shall have been done, it must be also carried out by the executive officers of the association. Therefore the selection of the officers also becomes a matter of paramount importance. It would certainly not be wise to elect to executive office men whose personal inclinations might not be favorable to the provisions made by resolution of the Convention.

The interests of the trade are necessarily diversified, and a resolution for a low duty can hardly secure a unanimous vote, all of which will duly have its effect, which will be shown in the selection of officers. Naturally the president of such an organization is looked to as a leader in any movement which may be undertaken. The right man must be a man of impartiality and who will not harbor too strongly any personal views which he may have, and which under ordinary circumstances he has a perfect right to advocate with all his power. But in this instance harmony must be sought for, or the result would soon be a discord if not a disagreement that might cause a serious division in the ranks of the organization.

Anent the election of officers of the National Association for the ensuing year, there has been heard much comment, yet a concensus of opinion regarding any one man could not be arrived at. Several names have been prominently mentioned, but the dark horse is not an impossibility.

Much energy has been noted among friends of the Florida industry, who are not altogether favorable to a too heavy reduction in the import duty on leaf tobacco.

Advance agents are known to have been skirmishing to ascertain the possible strength of the low duty advocates, and the information which they may have gleaned, it can be depended upon, was speedily dispatched to their principals, who are doubtless keeping well informed of the progress of the movement.

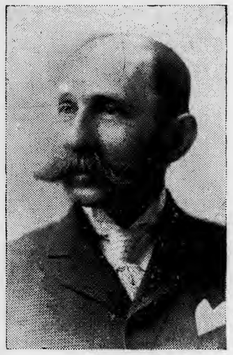
And this suggests the possibility of a stampede in favor of some one friendly to the interests of the Florida industry. A goodly number of the delegates so far selected to attend this year's convention are interested directly or indirectly in Florida-Georgia. From Chicago, for instance, comes a man of more than ordinary brilliancy and oratorical eloquence, who is an out and out Florida man. Dayton, O., and Lancaster, Pa., will be represented by men who have Florida interests. Baltimore will send a delegate who represents Florida interests. Connecticut, too, will be represented, and surely that State cannot be counted on very strongly for support in a low tariff agitation. Furthermore, a casual glance over the list of delegates from New York, will convince anyone that the Florida interests were by no means overlooked by the New York Board.

In conclusion, we want to add that there is, to say the least, ample material for some lively times, and a good big attendance is sincerely hoped for.

Some Good Presidential Timber.

The Tobacco World presents the following list of possible candidates for President of the National Cigar Leaf Tobacco Association:

JOHN R. YOUNG, Philadelphia, Broker in all varieties of leaf.



LOUIS NEWBURGH, Cincinnati, Representing seed leaf interests exclusively.

HARRY S. ROTHSCHILD, New York, Representing domestic and importing and extensive manufacturing interests.

FERD. CRANZ, New York, Representing importing interests exclusively.

JOS. F. CULLMAN, Jr., New York,
Representing seed leaf tobacco interests exclusively.

WILLIAM TAUSSIG, Chicago,
Representing Florida tobacco interests.

Or the Dark Horse—Which?

THE LOCAL TOBACCO NEWS

With no particular change in the condition of the local leaf tobacco market, the trade has had to content itself with a moderate business, represented in small lot sales. There were no out-of-town buyers present and mail orders and orders from salesmen on the road were chiefly depended on for business this week.

Some of the individual members of the trade have been busy in completing the details of the arrangements for the convention of leaf men to be held here next week. Happily their work is all but finished. At least, the plans have all been made, and it now only remains for them to be carried forward to completion, and of that there is not the slightest reason to doubt. We may safely add that all participants will find them admirable and agreeable in their entirety, including as they do an outing, a planked shad dinner and a banquet that will be in keeping with any that has been given heretofore.

The manufacturing industry as a whole is now getting a fair volume of business, and a steady increase is now being shown. This is attributed largely to the fact that orders are now beginning to arrive from sections which had for a considerable time not been ordering many goods. Once those sections again get into active operation manufacturers having trade there can reasonably look for a noticeable and continuing increase.

The retail trade is also moderately good, although weather conditions for the past week were not the most favorable. It is more promising at this writing, and the trade will be much pleased with a continuance of seasonable weather.

For Genuine Sawed Cedar Cigar Boxes, go to Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

To Protect the Consumers against the Host of Imitators of this Old Time Famous Popular Brand of Cigars

Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark

Juan F. Portuondo CIGARS

Registered in U. S. Patent Office

Established 1869

MANUFACTURED ONLY BY

The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia

It would appear from what was learned this week that not all retail stores, even if located in the business sections of the city, are "bonanzas." One we know of has already changed hands three times in about as many months, and is again for sale.

That H. Mousdale, the traveling representative of Sanchez y Haya, is a crack shot with a rifle can not be contradicted. During a recent visit to this city Mr. Mousdale, accompanied by Frank Rodgers, the genial cigar clerk with the Boch-Griffin Co., spent a few minutes of leisure time in a shooting gallery, and Mr. Mousdale then scored 23 hits out of 25 shots.

Mr. Aubrey, of Gibson & Aubrey, leaf dealers of Baltimore, was a visitor here last week. It was a visit of business and pleasure combined. The Baltimore Paint and Powder Club gave a theatrical entertainment here last week, in the cast of which Wm. J. Sneeringer, Jr., of Sneeringer & Co., leaf packers of Baltimore, was a leading figure, and Mr. Aubrey was among the interested spectators.

G. M. Booker, head of the Booker Tobacco Co., of Petersburg, Va., was in this city recently and found a very gratifying progress being made on his firm's products in this city. Their Burley Cub cigarros are rapidly gaining in popularity and their plug cut tobaccos are also getting a firm foothold.

E. D. Roberts, with Philip Morris & Co., cigarette manufacturers of New York, was in this city last week and was successful in booking some good sized orders for his line of goods.

E. N. Moore, at Second and Chestnut streets is this week exhibiting a special window display of the Philip Morris & Co. Cambridge cigarettes.

B. Labe & Sons advise us of the purchase by their Mr. Jacob Labe, who is now in Europe, of 200 bales of Sumatra tobacco at a recent inscription. Mr. Labe reached Europe just in time to attend the inscription, and immediately commenced active operations.

I. Latzar, with Taussig & Co., of Chicago, was a visitor in the Philadelphia market recently.

Chas. S. Stroebel, with the Miami Valley Leaf Tobacco Co., of Dayton, O., is a visitor in the leaf market here this week.

The Josh Billings five-cent cigar of I. Lewis & Co. is being kept well to the front in this city by the active energy of Z. J. Norris, who has for several years been the Philadelphia office manager. Mr. Norris said recently that the goods were coming out finer than ever, and that the trade has been taking notice of the fact.

N. Griffin, of the Boch Griffin Co., spent a day in New York last week.

Sol Rosener, of the Havana-American Co., was a visitor here recently. It was his first visit to the Quaker City in many months.

TRADE MARKS REGISTERED.

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade Marks to be registered and published should be addressed to the Tobacco World Publishing Co., 224 Arch street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is **$1** for each Trade Mark.

For Searching a title which does not result in registration, **25** cents.

For Transferring and Publishing Transfer of Registration, **50** cents.

For issuing Duplicate Certificate, **50**c.

Applicants should be careful to fully specify the use of desired Trade Mark.

EL ANIVERSO. 15,591
For cigars. Registered April 30, 1908, at 9 a. m., by George Schlegel, New York.

A CLEAR STUNT. 15,592
For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 1, 1908, at 9 a. m., by West York Cigar Co., West York, Pa.

THOMAS HOWARD-DUKE OF NORFOLK. 15,593
For cigars. Registered May 1, 1908, at 9 a. m., by George Schlegel, New York.

15,594 Cancelled.

NIGHT STAR. 15,595
For cigars, cigarettes and tobacco. Registered May 2, 1908, at 9 a. m., by F. M. Howell & Co., Elmira, N. Y.

FLOWER OF ERIN. 15,596
For cigars, cigarettes and tobacco. Registered May 2, 1908, at 9 a. m., by F. M. Howell & Co., Elmira, N. Y.

WATCHER. 15,597
For cigars, cigarettes and tobacco. Registered May 2, 1908, at 9 a. m., by F. M. Howell & Co., Elmira, N. Y.

15,598 Cancelled.

BELLE OF NORWAY. 15,599
For cigars, cigarettes and tobacco. Registered May 2, 1908, at 9 a. m., by F. M. Howell & Co., Elmira, N. Y.

VILLAGE DOCTOR. 15,600
For cigars, cigarettes and tobacco. Registered May 2, 1908, at 9 a. m., by F. M. Howell & Co., Elmira, N. Y.

ELWOOD STOGIES. 15,601
For stogies. Registered May 2, 1908, at 9 a. m., by Tipton & Berry, Elwood, Ind.

LANGLEY. 15,602
For cigars, cigarettes and tobacco. Registered May 5, 1908, at 9 a. m., by Albert F. Langley, Hartford, Conn.

LANGLEY'S SPECIAL FIVE. 15,603
For cigars, cigarettes and tobacco. Registered May 5, 1908, at 9 a. m., by Albert F. Langley, Hartford, Conn.

SUMMORE. 15,604
For cigars. Registered May, 5 1908, at 9 a. m., by Indianapolis Stogie Co., Indianapolis, Ind.

VULTAIRE. 15,605
For cigars and cheroots. Registered May 5, 1908, at 9 a. m., by West York Cigar Co., West York, Pa.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

Monroe D. Sellers, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

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THE DEISEL-WEMMER CO., Makers

Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & Co.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart

Dallas Cigar Co

Manufacturers of **CIGARS** & Dealers in

LEAF TOBACCO,

Dallastown, Penna

CIGAR MOLDS

Highest Grade Mold at Lowest Price.
Write for Catalogue of 1,500 Shapes.

The American Cigar Mold Co.

1931--1935 Western Ave., and
1201--1209 Dayton Street,
Cincinnati, Ohio.

ASPERTINI. 15,606

For cigars. Registered May 5, 1908, at 9 a. m., by George Schlegel, New York.

ST. HONORE 15,607

For cigars. Registered May 5, 1908, at 9 a. m., by George Schlegel, New York.

ZANETTO. 15,608

For cigars. Registered May 5, 1908, at 9 a. m., by George Schlegel, New York.

DELZA. 15,609

For cigars. Registered May 5, 1908 at 9 a. m. by George Schlegel, New York.

DAN & JACK. 15,610

For cigars. Registered May 6, 1908, at 9 a. m., by K. H. Jacobs, Windsor, Pa.

LA FLOR de MERACANO. 15,611

For cigars. Registered May 6, 1908, at 9 a. m., by E. M. Schwarz & Co., New York.

Rejections.

Stand Pat, Gerona, Par Excellence, Mystic Tie, Don Pedro, Genuine, Richard Weston—Earl of Portland, Edward Hyde—Earl of Clarendon, Double Star, Polar Star, Harmony, Bright Star, Smoker, Day Star, Repose, The Storm, Tom Jones, Royal Palms, White Elephant, Crescico, Elwood Gems, Red Star, Cupid, Auto, Dancourt, Unic, El Passant, La Domo, The Old Oak, Stars and Stripes, Hustler, Millie, Royal Family.

SPECIAL NOTICES.

(12½ cents per line, 8-point measure)

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LaSalle Street, CHICACO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

L. BERNFELD
Cigar Broker
West Haven, Conn.
2 5tf

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

WANTED—By a New York Broker, a line of Union Cigars, from $20 per M up; also Non-Union Cigars from $9 per M up. Address Broker, Box 3, care of Tobacco World, Phila. 4-22a

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

W. R. DAUGHERTY & BRO.

Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

E. ROSENWALD & BRO.

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES. AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.

MANUFACTURERS OF

Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS

NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

IMPROVENENT IN LANCASTER.

Not Very Widespread, but Encouraging to the Trade.

Lancaster, May 4.

There was an apparent improvement in the local leaf market during the past week, when several hundred cases of goods changed hands, and this fact has had an encouraging effect in trade circles.

Each succeeding week is now bringing the close of the buying season nearer. In fact there is but a comparatively small precentage of the 1907 crops remaining in the growers' hands, and the major portions of the crops that have been bought have been already delivered at the warehouses.

It is generally admitted that there has been a slight advance in the price, but in only very few cases was it greater than 1 cent a pound, which brought the figure up to about the 8 cent mark.

There is also a little improvement noticeable in the cigar industry, but it has not yet gotten up to an even normal volume. But any improvement, however small, will be most welcome.

The case of S. B. Benar, administrator of A. B. Benar, against Aaron and Mary Lippus was taken up in the Common Pleas Court last week. It is an action in replevin. In the opening of the case it was stated that A. B. Benar conducted a cigar factory in Ephrata from 1899 to April 12, 1906, when he died. At his death there were a number of cigarmaker's tools and stock in the factory and after his father's funeral S. B. Benar met Lippus, who wanted to purchase the Ephrata cigar factory and its contents. Appraisers were appointed to fix the value of the stock, etc., but after their value was fixed Lippus refused to purchase, but kept the goods. S. B. Benar issued a writ of replevin and secured the goods, giving bond in the sum of $2,200.

The defense was that the cigar business did not belong to A. B. Benar, but that it consisted of a partnership composed of Benar, Aaron and Mary Lippus.

The court directed a verdict for the plaintiff. F. S. Groff and John E. Malone for plaintiff and W. U. Hensel for defendant.

George K. Rettew, of Rothsville, who has been conducting a small cigar factory, but who also gave much of his time to the hotel business in which his father was engaged, will now devote all his energies to the cigar business, because his father has sold the hotel property.

P. W. Jacobs, of Akron, a cigar manufacturer, was last week on a business trip through the coal regions.

W. D. Sahm, formerly engaged in cigar manufacturing at Akron, but lately a leaf tobacco salesman with Milton H. Ranck, of Lancaster, has removed to the latter place.

Menno M. Fry, of the leaf tobacco

HENRY H. SHEIP MFG. CO.

Cigar Boxes

Cigar Box Lumber

Largest stock of

Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET

PHILADELPHIA.

H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel **Cigars**
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an
Exclusive line of

NICKEL GOODS

Which can be recommended for
Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

STILL HOPEFUL IN YORK

In Face of the Fact that Stamp Sales Show a Decreased Output of Cigars in April.

York, Pa., May 4.

There is probably a slight improvement to be noted in the trade during the past week, but it is only slight.

It was expected that the April output would show at least some increase over the preceding month, but the internal revenue receipts which have just been made public show a slight decrease as indicated by the following table of stamp sales:

April, 1908	$71,000
March, 1908	71,088
February, 1908	64,000
January, 1908	74,000

While the April receipts were only a few dollars less than during March they were $30,000 less than during the corresponding month of 1907.

The following comparative table of output will be interesting:

	1907	1908
Jany.	35,334,000	24,667,000
Feby.	31,334,000	21,334,000
March	34,362,600	23,696,000
April	33,666,700	23,666,700
Total	134,697,300	93,363,700

Decrese in four months 41,333,600

Only seven cigar manufacturing licenses were taken out during April; they were as follows: L. J. Smith & Co., Red Lion; Wm. C. Eisensmith, Red Lion; West York Cigar Co., West York; G. H. Shenberger, 156 South Richland avenue, York; L. A. Berkheimer, 934 West Princess street, York; Larry P. Sevis, Springvale, and W. H. Sechrist, Yoe.

Northern Wisconsin Leaf Tobacco Co.

PACKERS OF AND DEALERS IN

Northern Grown Wisconsin Tobacco Exclusively

LA CROSSE, WIS.

HEADQUARTERS FOR

Wisconsin Tobacco

L. B. CARLE & SON

Packers and Dealers — JANESVILLE, WIS.

UNION MADE ..... ALL QUALITY ..... UNION BOXES

H. G. BURKY

MAKER

10c. HANDMADE HAVANA CIGAR 10c. — 5c. A HIGH GRADE CIGAR FOR 5c.

Write for Samples and Prices

FACTORY No. 1898, FIRST DISTRICT, READING, PA.

EDWARD E. SIMONSON

Packer of and Dealer in

Leaf Tobacco

Tobacco Bought and Packed on Commission

Stoughton, Wis.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B

Office and Warehouse:

FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a
pleasure to look over our Samples

Samples cheerfully submitted upon request — P. O. Box 96

CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specialty

32 and 34 East Chestnut Street, Lancaster, Pa.

W. B. HOSTETTER & CO.

Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue.
York, Penna.

We Make SCRAP FILLER for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

Nos. 49 and 51 West James Street
Lancaster, Pa.

H. H. MILLER

Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock

327 and 329 North Queen Street
LANCASTER, PA.

MILTON H. RANCK

Packer of
Penna. Broad Leaf
Dealer in
All Grades of

Domestic Cigar Leaf Tobaccos

201 & 203 N. Duke Street
LANCASTER, PA.

J. K. LEAMAN

Packer of and Dealer in

LEAF TOBACCO

142 North Market St.

United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN

Packer and Dealer in

Leaf Tobacco

Packing House, Millersville, Pa.

Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA. — MAIN OFFICE: **Lancaster, Pa.**

The York Tobacco Co.

Packers and Jobbers in
All Grades of

LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco — **York, Pa.**

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. — Lancaster, Pa.

GEO. SCHLEGEL

138 & 140 CENTRE ST.
NEW YORK

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue.
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Capacity 25,000 per day — Telegraph—YORK, PA.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor

Manufacturer of FINE CIGARS

Holtz, Pa.

⊙ LEONA BLAND ⊙

Pretty Bessie
York Nick . . .
Best Known . } 5c.

TWO CRACKER JACKS---2 for 5 Cents.

OAK MOUNTAIN BOUQUET BOSTON BEAUTIES PURO
PORTO RICO CROOKS

Correspondence with the Wholesale and Jobbing Trade Only Invited

The Moehle Lithographic Company
Clarendon Road & East 37th St. Brooklyn, N.Y.
Branch Office
171 East Randolph St. Chicago Ill.
Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

Leaf tobacco men are still complaining of the inactive conditions of trade, and I notice that visiting salemen are not as plentiful as they have been when there was more doing.

Harold Kohlberg, who was formerly engaged in the leaf tobacco business, and had lately taken a position with Chas. J. Lederman, leaf packer at Lancaster, has returned to York.

D. E. Salomon, with John Leopold & Son, of New York, was a visitor here last week.

Pius Tyson, of Red Lion, has resumed operations at his factory, and others are beginning to see the dawn of better times in the cigar trade.

The Merchants Box Factory at Dallastown worked full time for the last week or so, indicating that conditions are really improving in the cigar trade.

E. P. Gillespie, the wholesale cigar dealer, has removed his offices to the new premises of the Gillespie Co., the removal of which was noted last week.

R. D. Zech, a well known tobacco buyer of this city, is at present buying and packing a fine lot of tobacco for Myers, Adams & Co., of this city. He has been making very careful selections of crops and taking the best that could be obtained. He received 160,000 pounds, at the York warehouse last week, and now has a force of 47 hands sorting and packing. He says the prices he paid were slightly higher than commoner grades could have been secured for, but he desired only certain kinds, and would accept no other. He says he is still in the market for desirable crops.

DECIDED AGAINST THE UNION.

Arbitrator in Cigarmakers' Dispute Files His Findings.

New Haven, Ct., May 5.

The final answer of the International Cigarmakers' Union to the protest against shop conditions which gave rise to, first, the strike at the John P. Kilfeather factory in this city, and later to the general lockout, has been received here, and on the referendum vote the claims of the New Haven Union are decided adversely so far as the International Union is concerned, and the men can now go to work here or elsewhere. The International Union no longer recognizes any of the claims, and the strike benefits which have been paid for the last seven weeks cease at once. The finding of Arbitrator G. R. French, of Louisville, is sustained in every particular by a large majority of the union men of the United States and Canada.

The strike and lockout involved between 300 and 400 men, and has cost the International Order $1,500 a week for the seven weeks, the men $50,000 in wages, and the manufacturers a large amount.

Constitution Seed and Havana Cigars
Made in the good old way.
EL DRACO CIGAR MFG. CO., PHILA.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA

NEW YORK
CHICAGO
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STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84—86 (Opposite Frascati),
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Sworn Tobacco Brokers
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Color and Cancelling Stamps
Lead Seals and Stencils
QUAKER CITY
STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.
(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section
Fine Handling Superb Quality

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HERMAN DELLE
York, Penna.

Maker of
Delman 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: The Bear. The Cub. Essie, and Matthew Carey

W. R. DAUGHERTY & BRO.

Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

GEO. W. PARR
Manufacturer of
Fine Cigars
Littlestown, Pa.

MAKER OF
Fernside and
Lord Wharton
Five Cent Goods
Sold to the Jobbing Trade only.
Correspondence invited

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

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R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Established 1870 — Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

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CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

OLDEST MANUFACTURERS OF
PEACH and PRUNE FLAVORS
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK.

The American Tobacco Co.
Boot Jack Plug
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They Please All Tastes
Always Uniform and Reliable

GENUINE CONNECTICUT BROAD LEAF TOBACCO SEED
Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal orders to
WM. L. HUNTTING, E. Hartford, Ct.

WILLIAM L. HUNTTING
Packer, Dealer & Grower of
Leaf Tobacco
Have on hand choice Broad Leaf wrappers and binders, cheap for cash.
Choice tobacco seed a specialty.
Office, 812 Main St., E. Hartford, Ct.

A Convenient Tobacco Hanger.

The usual method of suspending tobacco in the curing shed or drying house is to string the leaves on twine. The objection to this method is that the twine will sag in the center so that the leaves hanging upon it will slide toward the center and running together cause a good deal of damage to the tobacco. To overcome this difficulty a tobacco hanger has been invented, consisting of a pair of laths laid parallel to each other and spaced apart at the ends and center by means of spacing blocks. Over the top of the hanger thus formed a rubber plate or strip is secured. At regular intervals in its length this strip is slitted, there being two short slits which intersect each other at right angles to form a cross. The stems of the tobacco leaves are thrust up through the slits and gripped by the elastic action of the rubber strip so that they are held in position. Whenever desired, the leaves may be withdrawn with comparative ease and without injury. Owing to the fact that the leaves may be acurately spaced on the hanger, more leaves may be hung in a specified space than with the old twine and needle method. This economizes on the labor in hanging the hangers in the drying room. Furthermore, there is an ecomony of time in fastening the leaves to the hangers. The inventor of this improved tobacco hanger is H. M. Lott, of Havana, Fla.

Leaf Tobacco Markets

CONNECTICUT VALLEY.

At last we have had a few warm days, and if we could have a 24 hours rain I think we should look quite spruce.

Within the last week a good advance has been made in the line of farm work, very much of the manure has been drawn to the fields of tobacco.

Not so much manure will be applied to corn or potatoes as usual, but it will be applied to the tobacco crop this spring to save a few dollars, that is usually spent for fertilizers. Some of the companies selling fertilizers refuse to sell their fertilizers except for cash, or thirty days time which is virtually the same as cash. Some men cannot pay cash down for the fertilizers, and can see no way to pay for them in thirty days either, and unless some philanthropic person steps into the gap, these men will have to forego the pleasure of filling their sheds with tobacco, at least this year.

Tobacco beds are looking fine, and appearances indicate an early setting season. I have viewed several beds within a day or two whose owners will be obliged to make every hour count if they get the fields ready for the plants as soon as the plants are ready for the fields. Among those who have good beds are Mr. Swift, John Brennan, C. H & F. A. Crafts, and several others nearby. The Crafts brothers have the manure put out in small heaps ready for spreading on about six acres, and have plowed four acres, but they will have plenty of plants as soon as they are ready for them.

Our correspondents write:

Wethersfield, Conn.: "Tobacco news very dull at present. Quite a number have cased their tobacco rather than take the low price offered for it. There will probably be about the usual acreage raised."

Agawam, Mass.: "Tobacco plants are looking well considering the weather. There will not be quite as much raised in this locality as usual. The 1907 crop is mostly sold at low prices, discouraging beginners, and certainly some of the old growers."

North Hatfield, Mass.: "I have no sales to report. Plants are coming forward rapidly."—American Cultivator.

BALDWINSVILLE, N. Y.

A large percentage of the crop has now been bought up, although there are a number of first class crops still unsold. Plant beds have been prepared and some of the beds have plants already up. The beds as a rule are about a week ahead of last season.—Gazette.

EDGERTON, WIS.

The buying movement is still progressing in all sections, though the volume of sales is falling off somewhat, as it requires more riding to reach scattering lots. But everything is being taken over that can be secured under a 6 cent limit which most buyers are working under. The better grades of assorted lots find a market at stronger prices, and altogether the crop is fast being absorbed. It is reported that 95 per cent. of the crop in the Vernon county district has been sold and in the Southern district the fraction remaining is not large.

The crop is being received about as fast as purchased; some is, however, being weighed up on the farms to be delivered later. Over 200 car loads have been sent out of the State in bundles the past few weeks to stemmeries. Warehouse handling is still dragging on account of the scarcity of help and promises to extend into the summer months.

Packers report a somewhat better demand for old leaf but sales so far are limited.

Shipments 950 cases.—Reporter.

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade Seed and Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge
Cigar Box Factory
CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
ESTABLISHED 1871.
CAPACITY 75,000 PER DAY
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

American Protectorate
A Choice 5c. Cigar
Handsomely Packed and put up in Several Popular Shapes and Sizes
Manufactured by
Himmelberger & Noll.
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312-316 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
NEW YORK
CIGAR LABELS AND BANDS

It Will Remove Rankness from Tobacco
Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
Chaskel Chemical Works
265 West Broadway, New York

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PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc. MANUFACTURERS
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SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
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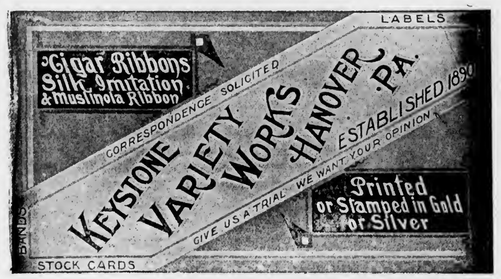

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Telephone
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ADEN BUSER Manufacturer of

Dealer in
LUMBER
LABELS
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ETC.

Cigar Boxes and Cases
R. F. D. No. 3
YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Established 1877 New Factory 1904

H. W. HEFFENER
Howard and Boundary Aves.
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Steam Cigar Box Manufacturer

DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS,
EDGINGS, BANDS, ETC.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE
Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
Labels, Ribbons, Edgings
716—728 N. Christian St. LANCASTER, PA.

Minnich Baling Press

PATENTED MARCH 9, 1897

For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed Presses

FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

Minnich Machine Works
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Acme Extract and Chemical Works,
Manufacturers and Importers of
Havana Cigar Flavors, Casing Wines, Gums, Extracts, Betunes, Sweetenings and Specialties for All Kinds of Tobaccos.
E. G. ECKERT, Proprietor. Hanover, Pa.

Patents *Caveats, Trade Marks, Design-Patents, Copyrights, etc.*
Correspondence Solicited
JOHN A. SAUL
Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
EMBOSSING
LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds

ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Clear Havana . 10c.
"S. B." Seed and Havana . . . . . 5c.
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NEW HOLLAND PA.

For Sale by All Dealers

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PERIQUE

MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

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Wm. STEINER, SONS & COMPANY
Lithographers
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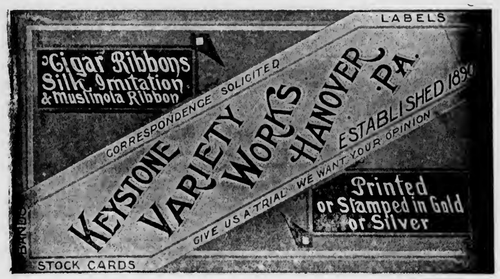
CIGAR LABELS ADVERTISING NOVELTIES
IMPORTED AND DOMESTIC BANDS



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R. F. D. No. 3
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Dealer in
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NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
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DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS,
EDGINGS, BANDS, ETC.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE
Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

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Manufacturers of
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Dealers in
Labels, Ribbons, Edgings
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For All Kinds of Products Requiring Baling
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Presses
FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

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27 South Second Street
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Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
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H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
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JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
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IMPORTERS OF

Havana and Sumatra

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Packers and Dealers in **Leaf Tobacco**

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Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana**

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VELENCHIK BROS.

Importers and Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

GEO. BURGHARD

Importer of

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238 North Third Street, Phila.

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in **LEAF TOBACCO**

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA
THE TOBACCO WORLD

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The above Precinta, or Warranty Stamp, is only used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these Stamps were made in Cuba by such Independent Manufacturers belonging to the Union.

BE IT KNOWN: That said Guarantee Label only the manufacturers belonging to the Manufacturers' Union have the right to use and to attach on all cigar boxes and other packages of their goods.

COLORS OF THE PRECINTA: Black with pale blue ground; fac simile of the seal of the Presidency of the Republic: dark blue.

SON OF TOBACCO MAN FOUND.

Located After Absence of Fifteen Years. His Strange Story.

Los Angeles, Cal., May 3.

Joel Kinney, son of the late Francis Sherwood Kinney, of the Kinney Tobacco Company, was located recently in Los Angeles after being absent from home fifteen years. As soon as he was found he was lost again, and E. C. M. Rand, of the New York district attorney's office, has been compelled to return without the young man for whom he came and is minus $500 he gave to get Kinney in his custody.

Young Kinney, according to Rand, quarreled with his father fifteen years ago and was sent on a trip around the world in a chartered sailing vessel, accompanied by detectives whose duty it was to see that he did not return to New York. They plied him with liquor while on the boat until he was almost a wreck, and succeeded in keeping him from the parental roof.

No effort was made to find him until his father died two months ago, and then the other heirs to the $12,000,000 estate began a search. Through District Attorney Jerome's office he was traced to Los Angeles and Rand was sent for him.

"I was approached by two well known Los Angeles men," said Rand, "shortly after I arrived. They offered to bring young Kinney to me, but demanded a sum of money for their services. Detectives had failed, and after beating them down to $500 I decided to take their offer.

"They brought the young man and I paid them the money. Then they wanted to go to the bank, they said, and wanted Kinney to go with them for a few minutes.

"I consented and have not laid eyes on Kinney since. I saw the men afterward but they denied that they had anything to do with Kinney after they left the bank."

J. A. Graves, President of the Farmers and Merchants National bank, corroborates Rand's statement. He says he knows the two men, whose names are kept secret for the present, and that the money was paid in his office at the bank. Abbott Kinney, millionaire land owner and banker of southern California, brother of the late tobacco magnate, corroborates the story.

Before Rand returned to New York he said he had satisfied himself after a short talk with Kinney that he was the missing heir. Kinney has two brothers and a sister who will share with him the estate of their father.

GENUINE CONNECTICUT BROAD LEAF TOBACCO SEED

Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal orders to

WM. L. HUNTTING, E. Hartford, Ct.

WILLIAM L. HUNTTING

Packer, Dealer & Grower of

Leaf Tobacco

Have on hand choice Broad Leaf wrappers and binders, cheap for cash. Choice tobacco seed a specialty.

Office, 812 Main St., E. Hartford, Ct.

WEGGENHORN CO. IN MONTANA.

Wisconsin Concern Will Open a Branch Factory at Helena.

Helena, Mont., May 6.

A certified copy of the articles of incorporation of Weggenhorn Bros.' Company of Wisconsin has been filed with Secretary Yoder. It has a capital of $50,000, is engaged in the cigar and tobacco business, and has named V. F. Meyer, of Billings, as its State agent.

Factory to Remove on Account of Local Option.

Edwardsville, Ill., May 9.

Kent & McCarthy, manufacturers of cigars, at Jacksonville, Ill., have written to the Civic League of Edwardsville stating that they are desirous of removing their factory to another city, and that Edwardsville, is one of the probable places. The company employs about 300 men. The fact that local option carried Jacksonville at the recent election is given as the cause.

—Frank Boyle has opened a new cigar factory in the Arcade Building, on Main street, Champaign, Ill.

STEPHEN F. KETRAN

Interior Wood.. Work..

Makes a Specialty of Fitting Up Cigar Stores

Bank, Church, Office, Store Fixtures and Special Cabinet Work

1615 to 1623 McKean St., Philadelphia

The Latest Success

Lynnhaven Cigarettes

10 for 10

Ware-Kramer Tobacco Co.

Norfolk, Va.

ARTHUR HAGEN & CO.
Philadelphia, Pa.
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REGISTER YOUR TRADE MARKS IN THE REGISTRY DEPARTMENT OF THE TOBACCO WORLD . . .

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119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.

Long Distance Telephone, Market 3025.

SAMUEL HARTMAN & CO.

DEALERS AND PACKERS OF

Domestic Leaf Tobacco of All Kinds

CONNECTICUT A SPECIALTY

Office and Salesroom:

313 and 315 West Grant Street

Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Keyno

HAVANA SHORTS

2 oz. 5c.

Norristown Tobacco Works

NORRISTOWN, PA.

Manufacturers of

Havana Shorts

Private Brands for Jobbers a Specialty Samples submitted on application

L. J. SMITH & CO.

Wholesale

Cigar Manufacturers

and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

Established 1895 Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of **HAVANA**, 123 North Third Street PHILADELPHIA

Panic Creators Did Not Succeed in Their Purpose

Attempt to Start Panic in Havana Frustrated by Cool Judgment and Wise Counsel. Brightened Outlook for Crops on Account of Rains is the Island. Prices Adjusting Themselves to the Changed Conditions.

Special Correspondence of The Tobacco World.)

Havana, Cuba, May 4, 1908.

During the beginning of last week the rumor mongers, pessimists and stock gamblers tried to create a panic by causing a run on some of our banks, but thanks to the cool judgment of the large financial concerns and the firm stand unanimously taken by our daily press, nothing came of the dastardly attempt to increase our difficulties. Cuba has been feeling the effects of the late crisis in the North only lately, when, through the shortness of the sugar crop and the lessened sales of leaf tobacco at lower prices, less money has come this way than is usual during the winter and spring months. Excepting some failures in the country districts principally, business is upon a solid basis here and all of our banks and banking institutions are sound. If a run had taken place upon one concern the others were ready to lend it assistance in case of need, and united there would have been no power strong enough to do them any harm.

Toward the end of the week the outlook for the future has considerably brightened, as the long continued drought in the country has been broken at last and the rainy season seems to have begun, thus assuring very likely a larger sugar crop for 1909, and permitting the farmers to go to work upon their escojidas, as well as planting corn, sweet potatoes, etc., for their own sustenance.

The volume of leaf tobacco sales has been smaller during the past week and prices are barely maintained, although one or two American export houses are on the lookout to pick up all lots offered by parties needing money, and the buyers are satisfied to pay the ruling low prices. Buyers who are coming here now can surely find goods upon which they have a reasonable chance to make a living profit, and they ought not to neglect their opportunity in taking hold of the favorable circumstances. The majority of our dealers are anxious and willing enough to stand the severe losses which our packers have to sustain in order to get rid of their holdings, and their only consolation is that they hope to have better years in future, so as to enable them to make up their losses through foresight and hard work. As values for all staple articles have shrunk considerably (sugar excepted), leaf tobacco was bound to come down in price likewise, and the sooner acceptable figures are reached to suit the manufacturers of cigars and cigarettes the quicker business will become normal and expand in volume.

Sales

during the past week amounted to 2,020 bales in all, consisting of 700 bales of Vuelta Abajo, 100 of Partido and 1,220 bales of Remedios. For the American market 1,800 bales were purchased, and for local consumption by our manufacturers 220 bales.

Buyers Come and Go.

Arrivals:—Sol G. Salomon, of G. Salomon's Sons, and E. P. Cordero, of "Mi Hogar" factory, New York; Jose Lovera, of Jose Lovera Co., and M. Fernandez, of Tampa.

Departures:—Charles Brenneman, Simon Batt, Clarence Batt and S. Ruppin for New York.

Havana Cigar Manufacturers

Business in the Independent cigar factories is only moderately active, and very likely there will be no change until the new leaf will be fit for working. Then, however, renewed activity is bound to spring up, as the majority of the Independent manufacturers have already quite a large amount of orders on hand for such goods.

H. Upmann & Co. shipped 920,000 cigars last week of their own famous H. Upmann brand and of other Independent manufactures.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 8

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS

ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

Rz. BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista Neptuno 170--174 Special Partner—Gumersindo Garcia Cuervo

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge Y. P. Castaneda

JORGE & P. CASTAÑEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA ***Habana***

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" Correspondence Solicited in English

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM ***Habana***

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

LUIS MARX

Tobacco Grower

No. 8 Cuba Street Post Office Box 77

HABANA

Behrens & Co., of the well liked Sol brand, have still a fair amount of cigars to make for immediate delivery for shipment to different parts of the world. Through their late purchases of leaf, Behrens & Co. have been able to make the same blend which the smokers of Sol cigars have so much appreciated and which has distinguished this brand from others.

The Trust is still shut down in Havana, ostensibly to make some repairs or alterations.

Buying, Selling and Other Notes of Interest.

Sobrinos de A. Gonzalez were again the biggest sellers this week, as they disposed of 650 bales of Vuelta Abajo and Remedios.

I. Bernheim & Son have again been buyers of some choice packings of 1st capaduras for their customers, and while 400 bales are credited to them it is possible that the quantity may be still larger.

Sylvester & Stern sold out 250 bales of Vuelta Abajo and Partido.

S. Ruppin made some excellent purchases upon his last trip to our island, and from good authority it is learned that he must have secured 700 bales.

Rz. Bautista & Co. closed several transactions during the past week which summed up 320 bales in all.

Simon Batt speaks very highly of the new wrappers in the escojida of Don Luis Marx, and says that they are as fine a leaf as was ever grown upon this island. He, with his son Clarence, purchased some 250 bales of old fillers of Vuelta Abajo. "La Verdad" factory is sailing along splendidly, and Don Simon thinks that the hard times have gone by not to return before another cycle of 14, 16 or 20 years shall have elapsed, and when another panic may eventually turn up.

Jorge y P. Castaneda have received some new wrappers from their San Antonio de los Banos packing, and good judges pronounce the leaf as superfine in taste, texture, color and burn.

Frank Dominguez, who arrived here on April 25, has made good use of his time in selecting some 300 bales for E. A. Calves & Co. Don Pancho is also optimistic, as far as their business is concerned at least, and his repeated visits to this island are the best proof that E. A Calves & Co. must be hustlers, and that they buy and sell their tobacco right.

M. Fernandez, from Tampa, is said to have come here with the object to inspect some leaf purchases made for account of Yocum Bros. and Rusch & Co., cigar manufacturers of Reading, Pa., and who it is stated are on the point of joining hands to open a clear Havana cigar factory at Tampa.

RECEIPTS FROM THE COUNTRY.

	Week ending May 2 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,163	18,133
Semi Vuelta	55	1,737
Partido	81	765
Matanzas	10	331
Remedios & S.Clara	195	18,968
Mayari	3	1,990
Total	1,507	41,924

—The Dilaime Tobacco Co., headquarters in Chamber of Commerce Building, Chicago, to export and sell tobaccos, capital stock $30,000, has been incorporated by Wm. Edgar Williams, Herbert S. Duncombe and Henry Schrott.

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

Cable Address "Calda." Telephone 6071.

A. M. Calzada & Co.

Packers and Dealers in Leaf Tobacco

Office and Warehouse

Monte 156

Code used, ABC—4th and 5th edit'ns
P. O. Box 595

Havana, Cuba

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

JOSH BILLINGS

5c. Cigar

"There hain't none better than the best."
—JOSH BILLINGS.

This Is the Best.

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship. Finest package.

I. LEWIS & CO.

Makers,

Established 1870. **Newark, N. J.**

Z. JOHN NORRIS,

Manager of the Philadelphia Office,

14 South Fourth St.

ERNEST ELLINGER & CO. Nos. 87-89 Pine Street Office, New York
Importers of HAVANA TOBACCO

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of Leaf Tobacco
Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
NEW YORK
Cable Address: "HERE."

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, May 12.

New York Leaf Market.

Somewhat improved conditions prevailed in the leaf tobacco market during the past week. More enthusiasm was aroused and a spirit of greater activity naturally followed. Inquiries as well as immediate sales had increased, and in view of the 1907 tobacco being now pretty well bought up and its quality more definitely ascertained, the holders of 1906 goods seem pretty well satisfied with their investiments and sanguine of the ultimate results.

Wisconsin and Ohio tobaccos have suddenly taken somewhat of a spurt.

Connecticut broadleaf also formed a considerable portion of the week's trading.

In Sumatra tobacco a fair volume of business was done in both old and new goods. Buyers are now afforded full opportunity for choice between old and new goods, and can no longer make the want of choice a plausible excuse for delay in buying.

In Havana tobacco only a normal business was done during the week, but encouraging reports from Havana were received. They were to the effect that rains had set in and ended the long drouth which had prevented tobacco from being taken from the poles and handled.

• • •

The Cigar Industry.

The cigar manufacturing industry continues to improve slowly, but nearly everyone is in a good mood and thoroughly hopeful of a complete revival ere many weeks. Traveling men now out have been getting some business lately and are more encouraged than they had been, and they report that prospects for the future have brightened considerably. There are still some idle cigarmakers, but their number is gradually growing less.

• • •

El Symphonie Factory Sold.

E. A. Kline has sold his interest in the firm that bears his name and announces that on June 1 he will retire from the cigar manufacturing business.

Mr. Kline began his career in the cigar business when but sixteen years of age, by entering the employ of a cigar factory at Cleveland, as a tobacco stripper. Later he engaged in the business on his own account at Cleveland, and subsequently removed to New York. Then a factory was also opened at Tampa, and for a time one was operated in Havana.

The real fame of E. A. Kilne & Co. was achieved by their El Symphonie and Rigolette brands, and which together with all others now owned by the firm will be included in the transfer of the business to the new interests, the names of the principals of which have not been divulged, although a well known wholesale house has been prominently mentioned in connection with the deal.

Mr. Kline stated that he was somewhat reluctant to part with the firm name, but felt the consideration was sufficient to warrant him in doing so.

Aside from the retirement of Mr. Kline no special changes are thus far contemplated, and the business is to be continued along the same lines as pursued heretofore.

After several months of rest and recreation, Mr. Kline intimates, he will engage in the leaf tobacco business, and will probably confine himself to Havana tobacco exclusively.

• • •

M. Perez & Co.'s New Quarters.

Marcelino Perez & Co. have now removed their factory to 70 and 72 Cliff street, after having thoroughly remodelled the premises to provide for private offices, stock rooms and a general office on the second floor.

It was so carefully planned and accurately carried out that the removal from their old quarters caused practically no interruption to business and the continued shipment of goods. They are about placing on the market a new brand of clear Havana cigars under the name of Onliwon, and which is to be made in various sizes at their Tampa factory.

• • •

The April Output.

A falling off in the cigar production of the city districts for April is shown by the internal revenue returns.

The First District (Brooklyn) shows a decrease of 1,740,120; the Second (New York) a decrease of 8,084,210; the Third (New York) a decrease of 16,616,680, making a total for the month in the three metropolitan districts of 26,441,010.

The gross output was as follows:

First	7,364,770
Second	15,895,420
Third	46,798,670
Total	70,058,860

According to these figures the decrease is about 37½ per cent.

• • •

American Tobacco Co. Dividend.

The directors of the American Tobacco Co. last week declared the regular dividend of 2½ per cent. and an extra dividend of 5 per cent. on the common stock for the current quarter.

• • •

Delegates Held Caucus.

A caucus meeting of the delegates elected to represent the New York Leaf Tobacco Board of Trade at the Convention to be held in Philadelphia this week, was held at the local headquarters of the Board and elected A. Bijur as Chairman of the delegation.

• • •

Trade Notes.

John L. Fielding, with Rothschild & Bro., left for Havana, Cuba, on Saturday last, and will remain on the island several weeks.

• • •

A parcel of 354 bales of Deli My. H were bought by E. Rosenwald & Bro. at the inscription held at Amsterdam on Friday last.

THE TOBACCO WORLD

PHILADELPHIA, MAY 13, 1908.

The Tenth Annual Convention of the National Cigar Leaf Tobacco Association

Sessions Held at the Bellevue-Stratford Monday and Tuesday, with a Big Attendance of Members and Many Visitors. Delegates Take an Evening Outing on the Delaware and Enjoy a Planked Shad Dinner. Detailed Report of the Convention Proceedings.

Philadelphia Maintains Her Reputation for Ability to Give the Glad Hand to Visitors.

Bellevue Stratford,
Philadelphia, May 11, 1908.

The National Cigar Leaf Tobacco Association today again meets in annual session in Philadelphia, where the organization was founded in 1899. It may be, therefore, said to be this year an anniversary as well as annual session.

ITS EARLY HISTORY.

On February 24th, 1899, Hon. G. W. Wilson, Commissioner of Internal Revenue, issued a ruling declaring that dealers in leaf tobacco could no longer sell to registered cigar manufacturers or other dealers in leaf tobacco in quantities less than an original hogshead, case, bale, or other original package.

A careful perusal of the governing regulations revealed the fact that this interpretation was not in strict conformity with the letter of the law as

Charles Fox, New York,
Present Secretary.

laid down in the Revised Statutes, and it was so pointed out in the columns of this publication at the time, and it was predicted that the ruling would undoubtedly be rescinded.

About the same time J. S. Batroff, a leaf tobacco broker of Philadelphia, specially visited every tobacco house in the city to secure a concensus of opinion concerning the desirability of forming an association of the local trade. A call was made out, a preliminary meeting held, at which every house in the city was represented, and the result was the organization of the present association known as the Philadelphia Leaf Tobacco Board of Trade, of which John R. Young was elected President, Walter G. Wilson Secretary, and W. H. Dohan Treasurer.

A hearing had been arranged for with the Commissioner of Internal Revenue, and a committee, consisting of John R. Young, the late Walter G. Wilson, Harry Bremer and L. P. Kimmig, was appointed to proceed to Washington.

The ruling did not affect the local trade alone, and leaf men in all parts of the country, who saw the disastrous

Joseph F. Cullman, Jr., New York,
Present President.

effect which the ruling would have, were also incited to activity. Taking the initiative of Philadelphia, delegates representing local organizations were also sent to Washington, where they joined the Philadelphians.

The several delegations from other points were as follows:

New York: Morris Rossin, Frank Arguimbau and Aaron J. Bach.

Chicago: J. L. Friedman and Ben. Rothschild.

Cincinnati: John Oberhelman and Alex. Pappenheimer.

Baltimore: William A. Boyd, the late Walter L. Stewart, and Ed. Wischmeyer.

The hearing was quickly followed by the Commissioner reversing his ruling, and the leaf men attributed their success, at least partially, to the fact that they acted as a unit in protesting against the unfairness of the ruling and pointing out its weakness from a legal standpoint.

It was in Washington that the real nucleus of the present organization was formed. A call was issued for a meeting of the leaf trade of the country, and on the first Monday in May, 1899, the trade met in its first annual convention. It is also a singular fact, and partly coincidental, that the Bellevue-Stratford, at which hotel the meeting is this year held, occupies the identical site of the former Hotel Stratford, at which the first meeting of the organization was held.

OPENING OF THE CONVENTION OF 1908.

The meeting, aside from the regularly elected delegates, was also well attended by visitors from near and more distant points. A number of the delegates made their headquarters at the Bellevue-Stratford, and some of them had arrived as early as Sunday morning.

ROSENBERG WELCOMES DELEGATES.

It was a little later than the originally scheduled time that the meeting was called to order.

F. Eckerson, Philadelphia,
Present Treasurer.

President Morris Rosenberg, of the Philadelphia Tobacco Board of Trade, made a short address of welcome to the delegates, on behalf of the local Board, under the auspices of which the meeting was this year being held in Philadelphia. It was greeted with hearty applause, and the session was formally opened at 10.45 o'clock.

MONDAY MORNING'S SESSION.

The meeting was called to order by President Cullman, of the National Association, but the regular reading of the minutes of the previous meeting was dispensed with, and the President's report was then read by Mr. Cullman, and the reading was closely followed. It is here given in full, as read:

IRREGULAR PAGINATION

John Staun, Cincinnati,
Vice President.

PRESIDENT'S REPORT.

Gentlemen of the Convention:

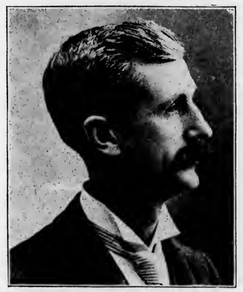
It is my intention, in tendering the National Cigar Leaf Tobacco Association my annual report, to briefly outline our scope of action during the past year, and place before this Convention the present status of questions vital to the tobacco trade. I have been called upon to act both on tobacco regulations and legislation and it has been my policy to follow, to the best of my ability, the tenor of the past wishes and resolutions of this Association. We have been treated with courtesy and consideration in our dealings, and have had the most friendly co-operation of allied interests.

LIBERALIZATION OF TOBACCO WAREHOUSE REGULATIONS.

Soon after our last convention, the Association was called upon to take up with the Commissioner of Internal Revenue the most important subject to which it has been necessary to give attention during the year. I refer to the regulations governing tobacco warehouses, which had been in a more or less chaotic state as the result of efforts on the part of Government officials to impose requirements for the convenience of the internal revenue service but which threatened great hardship to the leaf tobacco trade and for which there was no authority in law. It affords me pleasure to report to you that a comprehensive and entirely satisfactory understanding was finally reached with the Commissioner of Internal Revenue in time to be incorporated in a general revision of the regulations relating to the tobacco trade and the present status of the matter promises to be premanent.

It will be remembered that early in the year of 1907 the regulations governing the tobacco warehouses were amended and as a result of representations made by the Association these amendments were adjusted in what appeared to be a satisfactory manner. Subsequently however, the diverse interpretations given to the new regulations in the different revenue districts threatened the complete demoralization of the leaf packing business and energetic action on our part became necessary. Certain collectors of internal revenue held that under Treasury Decision 1134, which had been promulgated to take effect July 1, 1907, leaf tobacco dealers doing business in New York City, for example, who might pack leaf tobacco in storage warehouses in Wisconsin or some other leaf growing State, must not only register as leaf tobacco dealers at at least one warehouse in each district in which they packed or stored tobacco, but they were debarred from recording the sales made by them at their places of business in New York on their Book 59 kept at New York and must record all sales as having been made at the warehouse from which the goods were shipped to the purchaser. The decision was further held to require leaf dealers to register daily the names and addresses of all farmers from whom leaf was purchased, together with the exact amount in each case. Finally, the regulation was interpreted to require that a leaf dealer selling a lot of tobacco to another dealer or to a manufacturer, but not delivering the whole amount at the time, must enter on his Book 59 each installment as actually delivered.

Wm. Taussig, Chicago,
Director.



Frank Inksater, Elmira, N. Y.
Director.

In my opinion there was no authority in law for these requirements and it was exceedingly doubtful whether Treasury Decision 1134 was fairly susceptible of the construction sought to be put upon it. In the first place, the internal revenue laws define a leaf dealer as one "whose business it is, for himself or on commission, to sell, or offer for sale, or consign for sale on commission, leaf tobacco." Packing warehouses as usually conducted in the cigar leaf trade are clearly exempt under the provision quoted and were specifically relieved from the obligation to pay special tax under the Spanish war revenue act by the provision that "nothing herein contained shall require a special tax for the storage of goods, wares or merchandise in other than the place of business." As is well known throughout the trade, for many years it has been the custom at the end of the packing season, or before, to transfer tobacco in storage warehouses in the leaf growing districts to Book 59 as kept at the packer's principal place of business and thereafter, whenever a sale was made, to instruct the agent at the warehouse to ship the goods to the packer's order at the point of destination, the bill of lading being endorsed to the buyer of the leaf, thus enabling him to secure delivery thereof by the carrier. In this manner the disclosure of the private details of the packer's business was obviated and at the same time the Government was afforded complete and accurate records with which to trace all leaf tobacco from the grower's hands to the cigar manufacturer's factory. It was my contention that any regulation which would deprive us of the right to do business in this manner would be nothing short of ruinous and would afford no advantage whatever to the internal revenue service.

Concerning the requirements that packers should make daily entries of the names and addresses of individual farmers from whom purchases were made, I pointed out to the Commissioner the hardship that would be imposed in view of the custom among farmers of delivering their leaf in comparatively small lots and at irregular intervals. My contention in this regard was strongly seconded by dealers in leaf intended for the manufacture of chewing and smoking tobacco, who, in connection with transactions by auction on the warehouse floor, are accustomed to buy tobacco in much smaller quantities than in the cigar leaf trade.

Especially vexatious was the requirement that a leaf dealer making a sale of tobacco for future delivery must refrain from entering the transaction upon his Book 59 at the time but must enter each individual delivery when made. As I contended in presenting the matter to the Commissioner, this requirement was clearly contrary to the law, which specifies that sales shall be entered on Book 59 and is entirely silent on the subject of recording deliveries by installments. A point which I regarded as of much importance and upon which I put special emphasis, was the fact that a leaf dealer selling to a jobber and carrying the tobacco for the jobber's account, is not informed concerning the identity of the ultimate consignee, the disclosure of which the jobber is naturally unwilling to make. I urged that where a leaf dealer made a sale but held the tobacco in his warehouse subject to the order of the purchaser and at his risk, the dealer making the sale should enter the same in Book 59 at the time made and the purchaser should make a corresponding entry in his Book 59. When the tobacco was removed from the warehouse for shipment, the party to whom it belonged should enter in his Book 59 the names and addresses of the parties to whom shipment was made and the districts into which the tobacco was sent. Such a system, I was convinced, would afford the Government full protection and would accord with the practice throughout the tobacco trade and with commercial methods in all lines.

The negotiations with the Internal Revenue Bureau regarding these important questions occupied more than a month but the Commissioner, after patient hearing, and a most painstaking investigation, conceded all the points we had contended for and incorporated them in the Revised Regulations issued on July 1st. With a view to obviating any possible misunderstanding as to the construction to be placed upon the Revised Regulations I addressed the following letter to the Commissioner, under date of July 10, 1907:

Hon. John G. Capers,
Commissioner of Internal Revenue,
Washington, D. C.:

Dear Sir:

I am advised that the Bureau is about to issue a regulation requiring leaf tobacco dealers maintaining storage warehouses in the leaf growing districts, but whose principal place of business is in some other district, to register at one of such warehouses and keep thereat Book 59 in which will be entered as "purchased from farmers," without designating names or addresses, the quantities of tobacco in pounds which may be bought from growers from time to time, provided our private warehouse records are open to the inspection of the internal revenue officials at all reasonable times; also that where leaf dealers make sales, but hold the tobacco so sold in their own warehouses for their customers' account, such sales are to be entered by the seller and buyer in their repsective Book 59 when made, and the purchaser, should he resell the tobacco, must thereupon enter in his Book 59 the names and addresses of the parties to whom the tobacco is sold and the districts into which it is shipped.

In connection with this regulation I beg to state that for many years it has been the custom to transfer in bulk the tobacco in our storage warehouses in the leaf growing districts to our Book 59 kept in New York, for example, and thereafter to record all sales in our New York book, shipments being made from the warehouses direct to our customers. This practice is absolutely neccessary for the protection of our trade secrets and is in strict conformity with the law.

I desire to ask, therefore, whether I am correctly informed that under the revised regulations relating to storage warehouses we will be at liberty to continue the practice described.

While the law does not require us to register as leaf dealers at any of our storage warehouses, we are quite willing to do so as an accommodation to the Government in consideration of the modifications you have made in the requirements of T. D. 1134 and provided we can continue to follow the practice with regard to the transfer of our packings from our Book 59 at the storage warehouse to our Book 59 at our principal place of business.

John R. Young, Philadelphia,
Director.

I. H. Weaver, Lancaster, Pa.,
Director.

W. J. Lucaswitz, Dayton, O.
Director.

I. L. Kemper, Baltimore, Md.
Director.

I desire to take this opportunity to express my hearty appreciation of the uniform courtesy which you have accorded to me and to our Washington representative throughout these negotiations. You have shown a quick grasp and an intelligent understanding of a somewhat complicated technical matter and your consideration in giving personal attention to our representations cannot fail to inspire the entire tobacco trade with confidence in your administration. Your painstaking effort to formulate regulations which, while providing every necessary safeguard to the interests of the Government, will relieve our trade of vexatious and useless restrictions, will not only be deeply appreciated but will induce prompt compliance with the spirit as well as the letter of your rules.

Upon receipt of the affirmative reply to the inquiry above set forth it will afford me pleasure to advise the members of this Association of the satisfactory character of the revised regulations from our trade standpoint and to earnestly urge them all to observe them scrupulously and cheerfully.

I have the honor to be,
Very truly yours,
(Signed) Jos. F. Cullman, Jr.,
President National Cigar
Leaf Tob. Assoc.

Commissioner Capers at once replied very courteously confirming my interpretation of the new regulations and thus the entire controversy concerning a matter of the utmost moment to the leaf trade was brought to a satisfactory conclusion. I cannot speak too highly of the patience and consideration which has marked Commissioner Capers' attitude toward us throughout the protracted negotiations.

[The remainder of this report will be found in our regular edition.]

The Credentials Committee reported the names of the following officers and delegates:

A. Bijur,
Delegate from New York.

Officers:

Jos. F. Cullman, Jr., Prest., New York.
John Staun, Vice Prest., Cincinnati.
Charles Fox, Secretary, New York.
Felix Eckerson, Treas., Philadelphia.

Directors:

John R. Young, Philadelphia.
I. H. Weaver, Lancaster, Pa.
W. J. Lukaswitz, Dayton, O.
I. L. Kemper, Baltimore, Md.
B. L. Haas, Hartford, Conn.
William Taussig, Chicago.
Ferd. Opp, St. Louis.
A. Cohn, New York.
Frank Insater, Elmira, N. Y.

Delegates and Alternates.

New York:

A. Bijur	Charles Meissner
G. W. Spitzner	Richard Weil
Ferd. Cranz	Jos. F. Cullman, Sr.
Leopold Cohn	M. L. Gerschel
H. S. Rothschild	Marco Fleischman
Leonard Cohn	Moritz Newberger
J. Lichtenstein	Celestino Lopez
Sig. H. Koenig	Allie L. Sylvester
E. A. Kraussman	John H. Duys
Jerome Waller	C. W. Wobbe
F. M. Dolbeer	Sig. Schleuterer
F. A. Bach	H. G. Vetterlein

Leonard A. Cohn,
Delegate from New York

Jerome Waller,
Delegate from New York.

J. Lichtenstein,
Delegate from New York.

E. A. Kraussman,
Delegate from New York.

Philadelphia:

K. Strauss	J. S. Batroff
Leopold Loeb	Samuel Grabotsky
Julius Vetterlein	W. H. Dohan
H. W. Bremer	E. A. Calves

Lancaster, Pa.

M. Rosenthal	J. W. Brenneman
A. B. Hess	B. F. Good
Chas. Emery Long	Milton H. Ranck
Joseph Goldberg	Samuel Siesel

Tariffville, Conn.

J. C. Mitchellson	William Painey
F. B. Griffith	F. M. Colton
E. A. Hathaway	A. A. Olds

Chicago:

I. Latzar	Samuel Sternfeld

Cincinnati:

Geo. M. Berger	John Oberhelman
Henry Meyer	Fred. W. Miller

Hartford:

B. L. Haas	M. C. Miller

Boston:

Carl Kaffneburg A. F. Rico, Jr.
New Milford, Conn.: C. F. Schoverling
Reading, Pa.: J. W. Ramsey
York, Pa.: Robert M. Granat
Baltimore, Md.: Wm. J. Sneeringer, Jr
Louisville, Ky.: Hail Cotton
St. Louis, Mo.: Charles E. Rockel
Cleveland, O.:
H. Schlessinger Meyer Jaskulek
Dayton, O.: Samuel Jaskulek
Troy, O.: L. A. Wheeler
Hamilton, O.: S. M. Newberg
Germantown, O.: A. C. Kercher
Elmira, N. Y.:
Frank Insater W. H. Lovell
Quincy, Fla.: L. L. Wehner

THE TREASURER'S REPORT.

The report of the Treasurer, Felix Eckerson, showed the Association in a healthy financial condition. The receipts, including the balance on hand a year ago, were $4,483 39; expenditures, $2 345 95; balance on hand, $2 137.44.

The report was accepted, and the thanks of the Association were extended to Mr. Eckerson.

A report from the Board of Directors was called for, and John R. Young on behalf of the Board, presented the following report:

DIRECTORS' REPORT.

To the President and Members
of the
National Cigar Leaf Tob. Assoc.

Gentlemen:

Your Board of Directors beg leave to report that the President and the Legislative Committee having so ably acted on all questions which in any way affected the interests of the trade, it has been unnecessary for the Board to take any official action, hence, the only report we can make is to endorse what has been done by your President, of which he will fully advise you, but, in view of the fact that during the coming year there will doubtless be questions of the utmost importance to be considered, your Board of Directors desire to make the following recommendations, viz:

Julius Vetterlein,
Delegate from Philadelphia.

FIRST: That the position already taken by the Association on the question of a reduction of the duties on Tobacco and its manufacturers imported from the Philippine Islands is the correct one and that the Convention by resolution should not only strongly endorse the action thus far taken but serve notice on all those aspiring to high public office that if they desire the support of those interested in our industry they must act in accordance therewith.

SECOND: That the so called Free Leaf Bill recently passed by the House of Representatives is not only a most iniquitous measure but one for which there can be no possible excuse, for, even if it should become a law it cannot possibly be of any benefit to the small number of citizens in whose interest it is seemingly being urged, owing to the fact that its provisions are in direct conflict with the present internal revenue laws and against the principle of our institutions in that it is the most barefaced class legislation ever attempted to be enacted by Congress, therefore, we recommend that the incoming President and the Legislative Committee be plainly and emphatically instructed to combat by every means in their power the passage of the Bill in the Senate.

THIRD: That, as there will most likely be a revision of the tariff in the near future it is of the utmost importance that plans be formulated at this Convention, which will secure unanimity of action by the several branches of our industry so that we may secure legislation which shall be for the greatest good of the greatest number. This can only be done by allowing the fullest discussion of the subject on the floor of the Convention, by a forgetfulness of what may seem to be individual interest and the adoption of such a plan of action as may best secure the support of all the varied interests, as it is only by united action that we can hope to

Joseph F. Cullman,
Delegate from New York.

H. S. Rothschild,
Delegate from New York.

secure any benefit from tariff revision.

FOURTH: That decisive plans should be formulated to secure from all engaged in the leaf tobacco business a more lively interest in the work of the Association.

We believe that if all of the above recommendations are considered, discussed and favorably acted upon, great good will inure to our Association and to every member thereof.

Signed by the members of the Board.

Mr. Young, of Philadelphia, then asking special privelege of taking the floor, delivered what was found to be next to the President's report one of the most interesting documents of the morning's session. Mr. Young combined a review of the workings of the organization with certain recommendations. The paper met with a spontaneous applause, it was not only ordered received, but the secretary was also authorized to give it publicity in trade papers and otherwise. Following is Mr. Young's dissertation:

YOUNG'S REPORT & RECOMMENDATIONS.

Having had the privilege of sharing in the work of organizing what is now The National Cigar Leaf Tobacco Association, I believe I will be pardoned for asking for a little of your time to briefly review the work done since the organization on May 22nd 1899, in this City, not for the purpose of calling attention to the work of any man or men, but for the express and only purpose of answering the charge, so often made, that the Association had done nothing which entitles it to the support of the members of our industry.

Most of you will remember that the cause which brought the Association into being was a ruling made by the Commissioner of Internal Revenue, which, had it been allowed to stand, would have prevented the sale of leaf tobacco by dealers in other than original packages, a very important and lucrative portion of the business of many of you. By prompt and effective work the Commissioner was induced to recind his action, and I submit that this

F. M. Dolbeer,
Delegate from New York.

first and one action should have made every dealer continuously thankful that there was an organization ready and willing to protect them in their rights and able to secure that protection. As a further result of the work done by your officers at that time, and on many occasions since, the Commissioner of Internal Revenue has not only recognized the right of the Association to protest against any ruling of the Department or action of local collectors which has been in their opinion contrary to the letter of the law or unjust to the merchant or manufacturer, to invite suggestions as to methods in prevention of fraud against the Government and in the establishing of an amicable understanding between the internal revenue officers and our own members, instead of that spirit of mutual hostility which formerly existed, generated on the side of our members by reason of unwise and at

Joseph Goldberg,
Delegate from Lancaster.

times unlawful restrictions and regulations. One of these, which required registration as leaf dealers and the keeping of books at each warehouse, first came up in June, 1899, but was recinded through the efforts of the Association in September of same year and license fees which had been paid returned to our members. This same ruling was repeated in 1907, but in a short time again recinded at our request. In addition to this we have secured more satisfactory rules relative to the keeping of Government Books and the making of returns to the Government. The proper handling and settlement of these questions has benefited promptly the packer, hence, the Association is entitled to his support for services rendered.

Efforts to change the Dock-weight law were begun in 1899, and on February 1st, 1900, a bill was presented in Congress for the desired relief. This was continuously pressed through the various channels and would undoubtedly have been passed by Congress had it not been for the opposition of the Collector at New York, although later we secured his endorsement of another plan, but which failed for reasons of political policy which approved any change in the existing tariff laws. Although the immense amount of work done in this matter seemingly has been unfruitful, yet it has, beyond question, placed us in such a position that when the tariff is revised we will secure that for which we have so long labored.

In March, 1901, by prompt and decisive action at Washington and with the assistance of the cigar and tobacco organization in Havana, we prevented the accomplishment of an effort to have Porto Rican tobacco admitted to Cuba free of duty, recognizing as we did that the Cuban product should be kept pure. By this the cigar manufacturers were benefited.

In Januray, 1901, by reason of personal work of your officers with and before the Committee on Agriculture of the House of Representatives, we secured an additional appropriation for and the elevation of the Division of Soils to the dignity of a Bureau, believing that the work of that Department was entitled to our support and endorsement simply because the result would be enhancement in the value of American tobacco. This benefited many of our members, especially those interested in Florida tobacco.

The work of your officers before the various Committees of Congress has been continuous, and in several instances we have been instrumental in securing wise amendments to the Bankruptcy Act, which have been a benefit to all our members.

From the beginning of the agitation of reciprocity with Cuba it was apparent to every one interested in the tobacco business that Legislation might be enacted which would be inimical to our interests. To prevent this and secure for you legislation that would be of the least injury became the aim of your officers, and for months they were constantly at work, and as a result prevented a 50 per cent. reduction, which had it been allowed would have seriously affected the manufacturers of fine cigars and perhaps driven many of them out of business. In this connection let me note here that, for the first time in the history of our industry, through our efforts, there was secured joint action by all branches of the industry, for on January 21st, 1902, the most representative body of tobacco men that have ever been brought together met in Washington, presented their cause to the President personally and appeared before the Ways and Means Committee of the House of Representatives. Let those who claim that unity of action cannot be secured remember this.

The conditions under which Cuba was finally given reciprocity you all know, but you also know that the United States has never received the benefits which it was argued its citizens would receive, but on the contrary almost all the predictions we made when opposing reciprocity have become true.

The manner in which the Philippine question has been handled and the results obtained not only reflect great credit on the men who did the work,

Chas. Emory Long,
Delegate from Lancaster.

but every man interested in any way, from the largest tobacco grower down to the stripper boy in the factory, ought to daily thank them for what they did to prevent the entry in competition with the American-made cigar of the manufactured product of the islands made by collie labor. If the cigar manufacturer and his employes will for a moment consider what would be the result to their interests of the admission to the American market of this cheap product they will realize from what they have escaped, and it should make them willing and anxious to support the Association in opposing what seems to be one of the pet schemes of the Administration.

On the cigar Import Stamp, let me quote from President Bijur's report to the 7th Annual Convention "One of the most gratifying incidents of the year, and one to which the members of our Association may refer with a very proper pride as reflecting the advantages to be gained through organized effort, is the change in the customs stamp formerly placed on boxes of Imported cigars." Is it necessary for me to say that this one act has done more to cause the remarkable growth in the manufacture of clear Havana cigars than anything else? Yet I venture to say that were I to ask any one of the clear Havana manufacturers—"What has the Association done for you?" the answer would be. "NOTHING!" But have I not said enough to convince any reasonable man of the valauble results obtained, without dwelling at length on the immense amount of work done, in the trade industry, on such matters as the estimating contests of the Trust, the suit against the American Tobacco Company, and the MacAndrews & Forbes Company, the support given the independent manufacturers in their contest against the Trust? Yet there is one other important matter that should receive the consideration and thanks of the entire trade for actual service rendered. I refer to the Free Leaf Bill. Twice has it been defeated, and for the third time I predict the same result, and hope that after this attempt at the rankest kind of class legislation the matter will be buried so deep that its resurrection will be impossible.

Just a few words more, and I am done. At the first convention of this Association, on May 22, 1899, I said, "The formation of such a representative body as this must be of great benefit to the entire trade, for all can now feel there is an official body ready and willing to defend the interests of the trade whenever they may be attacked." I now submit our record for nine years to the world and ask, Has the Association done anything?

J. M. Dolbeer, chairman of the Insurance Committee, made a report on behalf of his committee, which was accepted but referred to the Committee on Resolutions for further consideration and later action.

The election of officers would have been next in order, but the regular procedure was dispensed with in order to hold the election of officers at the close of the final session of the Convention.

M. Eisenberg, of Cincinnati, reported that John Staun, of that city, who is the Vice President of the organization, had been taken ill and was unable to attend the meeting. A unanimous vote was passed instructing the Secretary to forward a telegram expressing the Association's regret at Mr. Staun's inability to attend, and hoping for his speedy recovery to his usual good health.

RESOLUTION COMMITTEE.

A Resolution Committe was appointed by the chair, consisting of five, and which was as follows:

Samuel Sternfeld, Chicago;
Leonard A. Cohn, New York;
Harry W. Bremer, Philadelphia;
H. Schlessinger, Cleveland;
J. C. Mitchellson, Tariffville, Conn.

The meeting was adjourned at noon to reconvene at 2 p. m., but it went into executive session, which occupied all the afternoon.

Meyer Jaskulek,
Delegate from Cleveland.

President Cullman's Report

(Concluded)

ATTEMPT TO REPEAL BANKRUPTCY LAW

Since the original Federal bankruptcy law was enacted, this Association has co-operated in the effort to prevent its repeal which has been sought in every Congress by certain interests in the South and West. The opponents of the law are divided into two classes, a few large business concerns which employ legal representatives in every State and thus secure important advantage over smaller creditors, and organizations of retail merchants who are opposed to the statute on the ground that its provisions are drastic and favor the creditor at the expense of the debtor. We have taken the position that, while the law is not perfect, it is far superior to the patchwork legislation of the different States and throughout the present session, as in the past, we have strongly opposed its repeal or emasculation. Merchants who object to any alleged advantages the law may accord the creditor class should bear in mind the fact that unless manufacturers and wholesalers receive a reasonable measure of protection under the laws they will be obliged to find it for themselves by curtailing credits, thereby imposing far greater hardships upon the debtor class than could result from the present Federal statute.

I am glad to be able to report that the House Judiciary Committee, which has jurisdiction of this subject, has refused to report any of the pending bills for the repeal of the law, and I am advised that no action will be taken in this Congress.

ANTI-COUPON LEGISLATION.

Federal legislation to put an end to the demoralizing practice of selling tobacco products with the aid of prizes represented by redeemable coupons, has long been favored by this Association, which has taken an active part in the campaign in Congress to secure the enactment of an efficient statute. You are familiar with the fate of the so-called Otjen-Tawney bill, which, after passing the House, was abandoned because it was demonstrated to the satisfaction of both friends and opponents that it was of doubtful constitutionality. Representative Tawney subsequently introduced a bill based on an entirely different principle and this measure in a carefully revised form was recently again presented in the House of Representatives. It levies a tax of 2 cents upon "every coupon, prize ticket or other device attached to, packed in or with, or forming part of, or encircling, or given with any manufactured tobacco, cigar or cigars, little cigar or little cigars, cigarette or cigarettes or snuff or stamped package or receptacle thereof," if such coupon is made redeemable or is actually redeemed.

With regard to the position we have assumed in this matter, we submitted a statement to the Ways and Means Committee clearly defining our attitude in favor of this measure, basing our arguments on the grounds that it is to the best interest of the trade and consumer to put as much value as possible into the product, having the output sell on its merit, and not seek to induce a purchase by the glamor of a cheap premium.

That the new Tawney bill is constitutional was very convincingly argued at the hearing before the Ways and Means Committee by Ex-Commissioner of Internal Revenue John W. Yerkes, whose high legal attainments and long experience at the head of the Internal Revenue Bureau lend great weight to his conclusions. Mr. Yerkes emphasized the statement that the United States Supreme Court has repeatedly held that the principle of equality in taxation, as laid down in the Constitution, requires merely that taxing laws shall "operate uniformly throughout the United States" as to the particular class of articles taxed wherever such may be found. Mr. Yerkes argued that the Tawney bill was constitutional because it taxes coupons sold or given away with tobacco products wherever such coupons may be found.

The delay in presenting the new anti-coupon bill, which was prepared by attorneys for the Independent Tobacco Manufacturers' Association, and of which your Association had no control, has prevented action up to this time, but I am encouraged to believe that the measure will be reported and it is my hope that it may become a law during the present Congress.

THE FREE LEAF BILL.

I desire to bring to your special attention the situation in Congress with respect to the so called free leaf bill. This bill, H. R. 17,520, was drafted by the Ways and Means Committee as a substitute for a number of other measures of a similar scope and its principal advocate in Congress has been Representative John Wesley Gaines, of Tennessee. It has been put forward in the alleged interets of certain growers of tobacco in the so-called dark or export tobacco district of Kentucky and Tennessee. It proposes to remove all restrictions upon the sale of leaf tobacco, the friends of the measure claiming that the grower under its provisions would enjoy the advantage of sharp competition for his product and would not be confined to a few buyers, or possibly only one, as is sometimes alleged with regard to the leaf grown in certain parts of Kentucky and Tennessee. It is a bill which is of doubtful benefit to a small district of tobacco growers and a certain menace to the Internal Revenue in collection of its taxes and the legitimate tobacco trade in pursuance of its business.

The effect of this measure would be to permit leaf tobacco to be sold from hand to hand practically without restriction, competing with tobaccos handled by regularly registered and licensed dealers, and, in the case of certain kinds of tobacco, in competition with regularly manufactured and tax-paid goods, on which the Government relies for a large part of its revenue.

In view of the parliamentary history of this measure, which has passed the House on several occasions, we have not found it practicable to prevent its passage by that body at the present session, but we believe that it will be adversely acted upon by the Senate Finance Committee, which rejected a similar measure in the last Congress. As I took occasion to point out to the chairman of the Senate Finance Committee in a letter which I recently addressed to him, requesting an opportunity to present oral arguments against the bill should it be taken up, this is a particularly inopportune time for the passage by Congress of a bill which would greatly reduce the revenue from manufactured smoking and chewing tobacco and facilitate frauds upon the Treasury by unscrupulous manufacturers of cigars and cigarettes. Internal Revenue experts have frankly expressed their inability to calculate the probable loss of revenue that would result under this bill, but it is perfectly obvious that inasmuch as every pound of taxpaid tobacco displaced by untaxed leaf sold direct to the consumer would represent a loss to the Government of the full tax thereon, the alleged benefits derived by the tobacco growers would be exactly measured by the loss to the National Treasury. In other words, unless the proposed law should absolutely fail of its purpose to help the tobacco grower in his effort to find a market for his product outside the usual commercial channels, it would cause an enormous loss to the public revenues.

The demoralization that would result throughout the cigar leaf trade should this bill become a law can hardly be calculated. The registered leaf dealers who are now required to keep accurate records of sales of leaf for the Government, enabling it to trace all tobacco purchased by cigar manufacturers, would be forced into competition with an army of unregistered, unlicensed dealers, the majority of them having no fixed place of business or commercial credit, and it would only be a short time before this branch of the trade would be thrown into the hands of commercial free-booters ready at all times to enter into conspiracies with conscienceless manufacturers to defraud the Government. Under the present law a grower may sell direct to a manufacturer without keeping records, although the manufacturer is required to enter such purchase upon his material account. Practically all the frauds now perpetrated upon the revenue department result from direct purchase by cigar manufacturers from the growers, for if manufacturers in such case fail to enter upon their Government book the leaf so bought, no record whatever of the transaction will exist. The enactment of the free leaf bill would be an invitation to unscrupulous manufacturers to purchase material from sources where the Government would have no record of their raw material and would be a menace to the legitimate dealer and manufacturer.

The statements of the friends of this measure regarding the hardships suffered by tobacco growers in Kentucky and Tennessee and the allegations regarding the conduct of the so-called trust in that region might have greater weight with us but for the persistent misrepresentations concerning the opposition to this bill made by its champions in Congress and especially by its author Mr. Gaines, who is seeking to make local political capital out of it. In a recent speech on the floor of the House he declared that the measure had "twice gone into its grave pre-arranged at the other end of the Capitol by and through the influence of tobacco trust lobbyists," and added, that the leaf dealers, manufacturers and exporters of the country "are the tobacco trust or are dominated by the tobacco trust." In view of the fact that the free leaf bill is opposed by every interest in the tobacco industry, with the exception of the growers in the section referred to, it is difficult to fitly characterize these statements. I am violating no confidence in stating that the Treasury Department, which originally advocated the free leaf bill, has completely revised its views on the subject and is now on record in vigorous opposition to the measure, which I have every reason to believe will be adversely acted upon by the Senate Finance Committee.

Before leaving this subject I wish to emphasize the statement made by my predecessor at our last convention that it is the firm opinion of your officers that, while neither the grower nor any other individual should be permitted to sell leaf tobacco to a manufacturer without making a detailed record of the transaction, the records of the internal revenue service showing the transactions between growers of tobacco and leaf dealers are valueless to the Government, no matter in what form they may be kept; and the great burden placed upon our trade by the present law and regulations requiring us to keep these unnecessary records is absolutely unjustifiable. I trust that when the revision of the tariff law is undertaken, we shall be able to convince Congress of the propriety of relieving the leaf dealers of the necessity of keeping elaborate and costly records of our transactions with the growers, so long as the latter are permitted to make unreported sales to manufacturers.

TARIFF REVISION.

The prediction that the tobacco trade would not be called upon to meet any of the demoralizing results of tariff revision during the past year has been fully verified. It is probable, however, that before we meet again a very comprehensive revision of the Dingley Act will have been undertaken and it should be one of the important tasks of this convention to instruct your officers as to the policy to be pursued with reference to the amendment of the tobacco schedule.

It is the present plan of the majority leaders in Congress to pass a new tariff law early in the 61st Congress, either at a special session to be called soon after the inauguration of the next President, in March, 1909, or at the first regular session which meets on the first Monday in the following December. The House leaders anticipate the passage before the adjournment of the present session of a resolution recently introduced by Chairman Payne of the Ways and Means Committee authorizing a Committee to take certain preliminary steps during the coming recess to secure data as the basis for the general overhauling of the schedules which is now in contemplation. No change of rates or classification, however, will be determined upon in the present Congress, which does not expire until March 4, next.

There can be no doubt that the tobacco schedule stands in need of complete recasting. It should be possible by definite statement in a new tariff to do away with the present unsatisfactory assessment of tobacco on dock weights and have duties levied on withdrawal weights. If a uniform rate of duty on wrappers and fillers is provided the friction between importers and custom officials and the frauds which have been rendered possible under the differential rates would be obviated, but if the present classification is retained a workable definition or standard for commercial wrappers should certainly be provided to relieve importers of the hardships they have suffered under the existing schedule and to put an end to unfair competition at which there is good reason to believe, certain customs officials have connived. It is inconceivable that Congress will revise the tariff law at all comprehensively and not provide a substantial measure of relief from the abuses that have arisen under the present schedule.

In this connection an opportunity will be afforded us to co-operate with the cigar manufacturing industry in securing certain changes in the statutory packages of cigars which appear to be much desired. We have heretofore favored a measure authorizing a package to contain ten cigars, either in addition to, or in place of, the twelves and thirteens permitted by the present law. Such packages are now authorized for little cigars and cigarettes and the Commissioner of Internal Revenue is on record as advocating the extension of this privilege to cigars of standard size.

RECIPROCITY WITH CUBA.

The possibility of tariff revision in the near future naturally suggests a reference to the existing reciprocal trade arrangement with Cuba which will expire next December. While it is not possible at this time to foreshadow the course that will be pursued by the Government at Washington in making a new treaty, I desire to submit a few facts and deductions regarding same.

The existing treaty expires by limitation after having remained in force five years, but unless modified six months before the date of its expiration it will continue in effect automatically until six months after due notice shall have been given, either by the United States or Cuba, of a desire to terminate the arrangement. It is obvious therefore that in default of action before next December the existing treaty will continue in force indefinitely.

The second point to be borne in mind is the fact that the independent government of the islands will probably not be restored and the military forces of the United States withdrawn for at least another year and that the State Department is unwilling to negotiate a treaty prior to the restoration of the civil government; otherwise the criticism would be made by foreign governments that the United States had manipulated both ends of the new agreement in its own interest.

In the third place, it should be remembered that the chief reason for amending the existing treaty is the fact that the concessions made by the United States in opening up a great market for Cuban sugar and tobacco by a 20 per cent. cut in the Dingley tariff rates have far exceeded in value those made by Cuba in reducing by varying percentages the duties on American products entering the island. To correct this inequality it is proposed merely that the Cuban Government shall make additional reductions in the rates on American products, and should this plan be adhered to it would not be necessary to submit the new agreement to the Senate for ratification, or to the House for concurrence in the modifications, which would be limited to changes in the Cuban tariff. Should any attemp-

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be made in this connection to change in any way the existing rates on Cuban tobacco entering the United States the treaty so amended would require to be submitted to the Senate and could not again be put into force until after the passage by both houses of a joint resolution authorizing the collection of the new rates.

Bearing these facts in mind, it will be seen that the present plans of the Administration do not include an opportunity for the amendment of the tobacco duties as applied to Cuban products, the officials taking the position that it would be unwise to imperil a satisfactory readjustment of our tariff relations with Cuba by making changes which would render it necessary to secure the concurrence of Congress.

It should not be concluded, however, that it will be found impossible to secure the adoption of a uniform rate of duty as applied to Cuban leaf tobacco. From present indications it appears altogther probable that the Cuban treaty will remain in force without modification until after the revision of the Dingley Tariff Act has been concluded. Much depends, therefore, upon the action of Congress upon the general tobacco schedule of the tariff law, and it will not be practicable to make plans with repsect to rates on Cuban products until a new basis has been established through the revision of the Dinley law.

TARIFF ON PHILIPPINE PRODUCTS.

Promptly upon the convening of the present Congress the bill proposing to reduce to 25 per cent. of the Dingley rates the duties on leaf tobacco and its manufactured products and providing for absolute free trade in 1909, was reintroduced in the House by Chairman Payne of the Ways and Means Committee. Tentative plans were formed for pushing this bill through the House without delay and dates for hearings before the Ways and Means Committee were semi officially announced. In view of the history of this bill in the last Congress and of its decisive defeat in the Senate Committee on the Philippines, it seemed to me that it was most unwise for Congress again to bring this proposition forward, especially in view of the unfavorable conditions which prevailed among the leading industries of the country and embarrassments that confronted our trade as the result of the existing financial stringency.

Under these circumstances I deemed it my duty to oppose with the utmost energy, the resurrection of this discredited measure, and I am glad to say that the views put forward on behalf of this Association finally prevailed to the extent that the Philippine tariff bill was indefinitely laid aside by the Ways and Means Committee. While the fact that it was practically certain that the Senate would refuse to pass this bill had considerable weight with the House leaders, yet I believe that consideration for important domestic interests was the chief incentive to postponement. The members of the Ways and Means Committee also recognized the force of the argument that the Philippine question can best be dealt with in connection with the general revision of the Dingley Act, which it is probable will be made in the near future. The further fact has been borne in mind that under the terms of the Spanish American treaty of peace the United States after 1909 is at liberty to adjust the tariff on goods entering the Philippine Islands so as to discriminate in favor of American products, which will make it practicable, in the event that the tariff on Philippine merchandise entering our ports is reduced, to make reciprocal reductions on our products going into the archipelago.

Throughout the controversy with regard to the duties on Philippine products this Association has maintained a consistent and an entirely reasonable attitude and we have reason to believe that our conservative position, which is well known and fully appreciated in the highest official circles, will prove of great advantage to us in the final adjustment of this matter that is likely to be made in the next Congress. Our trade is on record as having offered a compromise which would have been just and equitable, but which was rejected by the leaders of the House of Representatives, who were then disposed to believe that free trade with the Philippines would be obtained and justified before the American people. An important change in sentiment has since occurred, and I feel safe in predicting that in any re-adjustment of tariff relations that may be made, our industry will receive full consideration and the interest of our Association be amply safeguarded.

I am in a position to call your attention to certain hitherto unpublished official statistics with regard to the tobacco industry of the Philippines which demonstrate beyond question the fallacy of the contention that the people of the islands have lost any part of the Spanish market through the cession to the United States, or that those engaged in the various branches of the industry have failed to secure a fair share of the prosperity which the islands have enjoyed in a steadily increasing measure since American rule in the archipelago became firmly established. The production of leaf tobacco in the Philippine Islands in 1907 exceeded 50,000,000 pounds and was an increase of not less than 10,000,000 over the year 1906, or a gain of about 25 per cent. The production of cigars in 1907, according to the records of the Philippine Bureau of Internal Revenue, was 197,243,119, as compared with 168 526,079 in 1906. Of the output in 1907 approximately 80,000,000 cigars were consumed in the islands and 117,000,000 exported. while in 1906 the consumptionn was 74.000,000, and the exportation about 94,000,000. Of the leaf produced in the islands a little more than 20,000,000 pounds were consumed in the manufacture of 4,000,000,000 cigarettes, nearly 200,000,000 cigars and a small quantity of smoking and chewing tobacco, while approximately 30,000,000 pounds were exported. It is therefore clearly apparent that all branches of the industry have prospered and that grower, manufacturer and operative alike have shared in the gain. I am also informed that the leading dealers of Manila have advised the collector of internal revenue that they could sell much larger quantities of cigars to consumers within the islands if it were practicable to have their orders filled more promptly by the local factories, while the manufacturers' sole complaint is that they cannot obtain the necessary leaf in view of the competition of leaf exporters. This is a condition which it is stated officially has existed for at least three years. It would certainly be difficult to find a more convincing argument with which to meet the assertion that the people of the Philippines need a wider market either for their leaf or their manufactured tobacco products.

A word with regard to the Spanish market for Philippine leaf tobacco, which has sometimes been referred to as having been lost or seriously curtailed as the result of the change in sovereignty. In controverting this proposition it is only necessary to point to the fact that Spain is now taking considerably more than two-thirds the total quantity of leaf exported. During the nine months ending September, 1907, when the total shipments to all countries amounted to 14,929,999 pounds, Spain took 11,337 484 pounds, while for the same period of 1906, when the total exports were 15,002,492 pounds, Spain took only 7,671,885. The absorption of Philippine leaf by Spanish manufacturers since the islands came under the control of the United States has steadily increased, both actually and proportionately, and the change of flag appears to have created no new condition of significance to this trade.

The most reilable data now available indicate the almost unlimited possibilities for the development of tobacco growing in the Philippines and the statistics for each succeeding year confirm the wisdom of the position which this Association has assumed. At the same time the healthy growth made by the tobacco industry in the islands under existing conditions has made it apparent that no artificial stimulus is necessary to the welfare of those inhabitants of the archipelago who are engaged in growing or manufacturing tobacco. Thus, there is neither a business reason nor consideration of philanthropy that would justify disturbing conditions in our industry either at present or in the near future, unless our government definitely states that the Philippines are and will permanently remain an integral part of the United States.

MISCELLANEOUS.

The proceedings brought by the Attorney General against the American Tobacco Company have attracted very general attention throughout the trade, and, regardless of their outcome, cannot fail to prove salutary and of great benefit to all independent interests.

The effect of this prosecution will not be limited to the tobacco trade. It constitutes the most significant reminder of the power of the general government to enforce the laws placed on the statute books for the protection of the business man of modest resources, and the lesson is not likely soon to be forgotten. The spirit of the Government's attack upon the tobacco trust is not one of vindictiveness, nor do we applaud the action in any such spirit. The Government's purpose in bringing these proceedings is to check and punish the use of illegitimate competitive methods which can be employed only by great aggregations of capital and the satisfaction which we feel in view of the Attorney General's course is that which must be entertained by all law-abiding citizens when the strong arm of the Government is stretched out to check the abuse of power.

I most heartily recommend to this Association the advisibility of embracing within its membership Cigar Manufacturers, their interest being kindred and allied to ours. Their inclusion would give us a wider scope of influence and a larger field of council, enabling the National Cigar Leaf Tobacco Association more comprehensively to represent the trade.

The New York Leaf Tobacco Board of Trade has elected Manufacturers to its membership with most gratifying results. Whether the most satisfactory method of including Manufacturers in our Association would be through the local boards or otherwise is a question this Convention should consider. I see naught but mutual benefits and firmer understanding through such action, and beileve, in view of the pending tariff revision, our determination should be present and definite.

Mr. William L. Crounse has, with rare tact and skill, handled some extremely delicate situations, and has shown an untiring interest in the work of the Association, representing it at Washington with dignity and honor. He is a man of proven ability and trustworthiness, and I strongly urge the retention of his services.

The National Cigar Leaf Tobacco Association is celebrating most opportunely in the city of its birth, with just pride and honor, its Tenth Anniversary. How well its founders impregnated it with rational ideas and high standards is shown in its healthy growth and ever wider scope of influence, in the increasing interest in its conventions and harmonious co-operation of its members. Today it stands an imposing figure in both trade relations and legislative character, safeguarding the concerns of the trade it represents and justifying the confidence placed in it by kindred affiliated organizations.

To no one man, or group of men, is the credit of its surprising growth due, but to its self-sacrificing membership, ever ready to lend a helping hand or a pertinent suggestion.

Let us continue with the spirit of healthy co-operation, in which every individual member is a useful, active unit, vital to the entire body. Let us pull together, each with his might so that on our Twentieth Anniversary we may note a corresponding growth, with no loss in individuality, with no loss of harmony, with the fresh thought and young enthusiasm, with steadfast, true working force, proud of our past, and with keen eyes for the future, trained in experience.

I wish to thank my fellow officers, directors and members for their courtesies and kindly advice, which have made my incumbency a rare privilege and most pleasant experience, and assure them of my grateful appreciation.

Joseph F. Cullman, Jr.,
President, The National Cigar Leaf Tobacco Association.

The President's report was adopted amid vociferous applause.

SECOND DAY'S PROCEEDINGS.

A Day of Resolutions.

The first session on Tuesday opened promptly at 10 30 a. m., and the meeting at once proceeded to business.

Jerome Waller, of New York, presented a motion which in effect was to urge the Government to conduct tobacco experiments more extensively and with a view to ultimately increasing the production. In support he argued that there was more filler and binder tobacco needed, and that in a few years the production would in all probability be entirely inadequate to the demand. The motion brought about much discussion pro and con, but was finally rejected.

Commenting on the same subject some pertinent remarks were made by Joe Goldberg, of Lancaster, who pointed out the fact that the Association had already gone on record as being opposed to the free importation of Philippine leaf, and if now the organization was to go on record as urging the greater production of leaf on the plea that it was a dire need, it would be placing itself in a most incongruous position and one of absolute inconsistency, and which two opposing positions could not be reconciled.

The Resolution Committee then reported, and a series of resolutions were adopted, the more important of which are as follows:

The Free Leaf Bill.

Whereas, The measure now pending in Congress, House Bill, 17,520, commonly known as the Free Leaf Bill, if enacted, would work serious injury to all branches of the tobacco trade, reduce the internal revenue to a disastrous extent, open the door of frauds by unscrupulous manufacturers and prove of no real benefit even to the relatively small class of farmers in whose alleged interest it has been drafted, therefore be it.

Resolved, That we earnestly urge the Senate Finance Committee, either to postpone the measure indefinitely, or make it the subject of an adverse report; and the officers of this Association are hereby instructed to lay this resolution before the Committee at the hearing upon this Bill on the 19th inst.

The Tawney Bill.

Resolved, That this Association views with satisfaction the movement in Congress to secure legislation to put an end to the demoralizing practice of certain manufacturers who have sought to stimulate the sale of their goods by offering cheap premiums, and we pledge our co-operation to the Independent Tobacco Manufacturers Association in the effort to obtain the passage of the so-called Tawney Anti-Coupon Bill.

Opposing Repeal of Bankruptcy Law

Resolved, That we reiterate our opposition to all measures in Congress contemplating the repeal or emasculation of the Federal bankruptcy law, which, while by no means perfect, is far superior to the patchwork legislation of the several States formerly in force; and the Secretary is instructed to forward copy of this Resolution to Hon. John J. Jenkins, Chairman of the House Committee on the Judiciary.

The Philippine Tariff.

Whereas, The Ways and Means Committee of the House of Representatives has refrained from bringing forward in this Congress the Philippine Tariff Bill, the enactment of which would prove so harmful to our interests, therefore, be it

Resolved, That we hereby tender our thanks to the Committee for the consideration shown us, especially at a time when our trade was confronted by the serious embarrassments incident to the recent financial stringency; and the Secretary is instructed to forward a copy of this Resolution to Hon. Sereno E. Payne, Chairman of the Committee; and be it further

Resolved, That we emphatically reiterate our opposition to the proposed reduction of the Tariff on Philippine products and pledge our support to our officers in the employment of all honorable means to prevent the enactment of the pending measure.

Original Names on Statutory Packages.

Resolved, That the Association has learned with gratification of the introduction in Congress by Representative Boutell, of Illinois, of a bill requiring statutory packages of tobacco products to bear the name of the actual, as well as the nominal, owner of the factory where produced and the support of the Association is hereby pledged to Mr. Boutell in the effort to secure the passage of this salutary measure, and be it further

Resolved, That the Secretary be instructed to forward to Mr. Boutell and to Chairman Payne, of the Ways and Means Committee, copies of these resolutions.

Thanks to Secretary Wilson.

Resolved, That the National Cigar Leaf Tobacco Board of Trade, now assembled in Annual Convention in Philadelphia, expresses to Hon. James Wilson, Secretary of Agriculture, its thanks for the deep interest that has been taken by the Department of Agriculture, under his direction, and for the good work that has been, and is being done, for our tobacco industry.

Thanks to Commissioner Capers.

Whereas, The Commissioner of Internal Revenue, Hon. John C. Capers, in the consideration of our representations regarding the necessity for the modification of the Warehouse Regulations, promulgated to take effect July 1st, 1907, and in his favorable action thereon has shown a quick grasp and an intelligent understanding of a complicated technical matter, and has relieved our trade of vexatious and useless restrictions, therefore be it

Resolved, That the thanks of this Association be tendered to Mr. Capers, and the Secretary be instructed to forward to him a copy of this resolution.

$500 to Convention Cities.

Resolved, That the National Cigar Leaf Tobacco Association provide out of its Treasury the sum of $500.00 to any city in which the National Convention will hereafter be held, providing the city so desires.

Thanks to Officers.

Resolved, That the sincere thanks of this Association be tendered to the President and to all the other officers thereof, for their tireless and unselfish efforts to advance our interests during the past year.

Selling Seized and Forfeited Goods.

Whereas, The practice under which leaf tobacco, cigars and other tobacco products seized and forfeited or abandoned to the Government for smuggling, under-valuation, or other causes, are sold without regard to the realization of a price equal to the duty, is exceedingly demoralizing to legitimate importers, and to domestic interests, therefore, be it

Resolved, That an urgent appeal is hereby made to Congress in connection with any forthcoming revision of the Revenue Laws to enact a provision to the effect that no goods so seized and forfeited shall be sold for less than the full duty thereon, and in the event that such price is not realized the goods be destroyed under customs supervision or sold for export subject to a bond given by the purchaser.

Admitting Cigar Manufacturers.

Resolved, The welfare of the Leaf Tobacco Trade and the Cigar Manufacturing Industry being interdependent, the National Association recommends to the various local Boards, the advisability of admitting to membership all leaf tobacco growers and cigar manufacturers, with leaf dealers' licenses, in their respective localities.

Rules for Sampling.

Whereas, "Rules for Sampling," Sec. 2, provides that "Tobacco is to be represented as found, and where tobacco may be either damaged, musty, mouldy, or in high order, it shall be so marked on sample tickets,"

Whereas, Sec. 4, same rules, provides "No tobacco is to be sampled with a guarantee sample ticket affixed, which is not sound, or the sample ticket marked," and

Whereas, These rules and provisions are not being strictly complied with by certain Inspection Companies, therefore, be it

Resolved, That this Convention in Annual Session, here assembled, shall by amendment provide a certain penalty, on any or all inspection companies hereafter violating said rules.

Washington Representative.

Resolved, That the thanks of this Association be extended to W. L. Crounse, its representative in Washington, for his efficient and faithful services in safeguarding its interests in matters pending before Congress, and in the various departments, and be it further

Resolved, That Mr. Crounse be retained as the Association's representative.

At this juncture the Convention again went into executive session, which consumed the remainder of the morning.

Although the subjects and the results of the matters under consideration at the so-called executive or secret sessions are known, the information was not given out for publicity.

The closing session convened at 2 o'clock. A consideration of the report of the Committee on Insurance was then taken up, with the result that a committee of ten was decided on to take the matter up, and if possible formulate some plans of betterment.

The thanks of the meeting were tendered the Philadelphia Leaf Tobacco Board of Trade, for the hearty reception and elegant entertainment of the delegates, by a rising vote.

DUTIES OF JOURNALISTIC COMMITTEE.

John R. Young, of Philadelphia, presented a resolution setting forth the duties of a Committee on Journalism, which had been decided on at the morning session. It was as follows:

Whereas, It has been brought to the attention of this Association, in convention assembled, that for the protection of its members from unfair attacks and unjust criticism by the various trade papers it is necessary that those having such grievances should have some authorative manner of defense and that it can be secured through and by the authority of this organization, therefore, be it

Resolved, That the duties of the Committee on Journalism shall be to receive all complaints arising from the above source and investigate same, and if found unjust, they shall, by written communication to the journal or journals so offending, in the name of this organization, protest against and demand a retraction of the said objectionable article, and be it therefore

Resolved, That they shall keep a general supervision of all trade journals and if, in their opinion, objectionable articles appear or acts of their representatives such as shall warrant reproof occur, then this committee shall act in its discretion, by and with the authority of this association.

Resolved, That every act of this committee shall be reported immediately to the President and Board of Directors.

THE ELECTION.

The election officers and directors and the appointment of the various committees was next in order, and no sooner had the nomination of a President been declared open, than A. B. Hess, a delegate from Lancaster, was on his feet, and having gained the recognition of Chas. Fox, who was acting as chairman pro tem., in a few but well chosen words he nominated Jos. F. Cullman, Jr., for re-election and to succeed himself.

In making the nomination Mr. Hess said, "What we need is not so much the dignity of age as the energy of youth." His remarks were greeted with a round of applause, not only as a result of the oratorical effect of Mr. Hess' remarks, but owing to the popular esteem in which the young President is held. As for Mr. Hess, we may add that he had already distinguished himself as a ready and fluent talker, but his last remarks were a crowning success, and brought him forcibly to prominent notice.

Nominations were closed, and at the suggestion of a delegate the election of Jos. F. Cullman, Jr., to succeed himself was made by acclamation.

A. Bijur, of New York, placed in nomination the name of B. L. Haas, of Hartford, Conn., as Vice President, and his election by acclamation followed.

John R. Young, of Philadelphia, nominated Felix Eckerson, of Philadelphia to again succeed himself as Treasurer, and his election by acclamation also followed.

Chas. Fox, of New York, was again chosen Secretary a position which he has occupied for many years.

A Nominating Committee, consisting of E. A. Kraussman, New York; A. B. Hess, Lancaster; Chas. E. Rockel, St. Louis; Leopold Loeb, Philadelphia, and Geo. Berger, Cincinnati, was appointed to name a Board of Directors, and the various committees.

Their report was as follows:

Directors.

John Staun, Cincinnati
John R. Young, Philadelphia
Thos. Meininger, St. Louis
I. H. Weaver, Lancaster
A. Cohn, New York
I. L. Kemper, Baltimore
Frank Inkster, Elmira, N. Y.
E. A. Kraussman, New York

Trade Representatives.

W. J. Sneeringer, Jr., Baltimore
F. W. Miller, Cincinnati
Carl Kaffenberg, Boston

Arbitration Committee.

Sigmund Rosenwald, New York
Jos. F. Cullman, Sr., New York
Harry S. Rothschild, New York
Morris Rosenberg, Philadelphia
H. Tietig, Sr., Cincinnati
H. Schlessinger, Cleveland
Chas. E. Rockel, St. Louis
M. Rosenthal, Lancaster

Credentials Committee.

A. W. Gieske, Baltimore
Meyer Jaskulek, Cleveland
Saml. Sternfeld, Chicago
Mose Eisenberg, Cincinnati
L. A. Wheeler, Troy, O.

Legislative Committee.

A. Bijur, New York
Julius Vetterlein, Philadelphia
A. W. Gieske, Baltimore
Geo. M. Berger, Cincinnati
L. A. Cohn, New York

Finance Committee.

Leopold Loeb, Philadelphia
Henry Meyer, Cincinnati
A. B. Hess, Lancaster

Conference Committee.

J. C. Mitchelson, Tariffville, Conn.
F. Cranz, New York
John Oberhelman, Cincinnati

Transportation Committee.

S. M. Newburgh, Hamilton, O.
Jerome Waller, New York
W. J. Lucaswitz, Dayton
Harry W. Bremer, Philadelphia
L. W. Scott, Boston

Insurance Committee.

F. M. Dolbeer, New York
Wm. Taussig, Chicago
Geo. W. Bremer, Jr., Philadelphia

The report was received and accepted.

BALTIMORE NEXT YEAR.

An invitation from I. L. Kemper, on behalf of the leaf tobacco men of Baltimore, to hold next year's Convention in the Monumental City, was accepted with cheers and applause.

A. Bijur offered a special resolution of thanks to John Staun, of Cincinnati, for his services during the past year.

Sam'l Sternfeld, of Chicago, then moved an adjournment until the second Monday in May, 1909, and the Convention was thus formally closed.

ELEGANT WORK OF THE ENTERTAINMENT COMMITTE.

Jollification at a Planked Shad Dinner on Monday Evening, and a Princely Banquet at Bellevue-Stratford on Tuesday.

THE MEN WHO DID IT ALL.

It has been declared by all who had the pleasure of attending this year's Convention of the National Cigar Leaf Tobacco Association, that it was the best attended meeting they have ever had. Not a single hitch occurred in carrying out the programme as per schedule, and the committee, consisting of Felix Eckerson, Julius Vetterlein, Geo. W. Brener, Jr., Leopold Loeb, E. A. Calves and John R. Young, richly deserve the high praise which has been given them and to Morris Rosenberg must be also given credit for his selection of a committee so capable of carrying out any desired programme.

The entertainment of the visitors began with a trip on the Steamer Ashbridge up and down the Delaware river, giving the visitors a chance of viewing several interesting and historical points, among which were Cramps' Ship Yard, the Pennsylvania Railroad Bridge spanning the Delaware, Petty's Island, (proposed to be turned into a pleasure ground imitating Coney Island and Luna Park, New York), League Island--Philadelphia's naval rendezvous, and Fort Mifflin—made famous in Revolutionary times. A landing was made at what was formerly known as Lazaretto, a Government Quarantine Station. It is now krown as Essington, where is located a popular hosterly and resort, called the "Orchid," and there the dinner was served to about 150 guests, who were seated in a good sized and modestly decorated room. It was a sort of innovation, and thoroughly enjoyed by all. After supper a general jollification was indulged in, where every one was a hearty good fellow, well met. The party returned to Philadelphia by special train at 10 p. m.

THE BANQUET AT THE END.

The grand climax to the entertainment occurred on Tuesday evening when about 200 delegates and visitors were seated at a banquet at the Bellevue-Stratford Hotel. It was probably a surprise to some of the visitors who did not know that Philadelphia had such an elegantly appointed hotel.

At an early hour the spacious corridors of the hotel began to take on an appearance presaging in a measure something of the festivities which were to follow.

An excellent menu had been prepared, and the menu cards were souvenirs of real art.

Of course, there were the after dinner speeches, and several men of more than local prominence responded to toasts.

Felix Eckerson acquitted himself admirably as toastmaster.

Moritz Neuberger, of Germany, and a brother of Benno Neuberger, a popular member of the well known house of E. Rosenwald & Bro, delivered a poem in German.

The Toastmaster introduced the venerable Alex. K. McClure, as the first

Concluded on next page.

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880

THE TOBACCO WORLD

THE TOBACCO WORLD
ESTABLISHED 1881 INCORPORATED 1902
Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
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PHILADELPHIA, MAY 13, 1908.

TRADE MARKS REGISTERED.

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade Marks to be registered and published should be addressed to the Tobacco World Publishing Co., 224 Arch street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is **$1** for each Trade Mark.

For Searching a title which does not result in registration, **25** cents.

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For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 8, 1908, at 9 a. m., by O. C. Danner, Cincinnati, O.

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For cigars. Registered May 8, 1908, at 9 a. m., by Dave Sherman, Philadelphia.

M. W. A. 15,619
For cigars. Registered May 9, 1908, at 9 a. m., by West York Cigar Co., West York, Pa.

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SAN ARMO. 15,624
For cigars, cigarettes and tobacco. Registered May 11, 1908, at 9 a. m., by The Moehle Litho Co., Brooklyn, N. Y.

JOSE SANTOS. 15,625
For cigars, cigarettes and tobacco. Registered May 11, 1908, at 9 a. m., by The Moehle Litho Co., Brooklyn, N. Y.

CUBANILE. 15,626
For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 13, 1908, at 9 a. m., by S. A. Reeves, Asbury Park, N. J.

PRIDE OF WILLIAMSPORT. 15,627
For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 13, 1908, at 9 a.m., by Henry Lundy, Williamsport, Pa.

ODONTA. 15,628
For cigars, cigarettes and tobacco. Registered May 13, 1908, at 9 a. m., by George Schlegel, New York.

SOMATOSE. 15,629
For cigars, cigarettes and tobacco. Registered May 13, 1908, at 9 a. m., by George Schlegel, New York.

OSBORNE CASTLE. 15,630
For cigars, cigarettes and tobacco. Registered May 13, 1908, at 9 a. m., by George Schlegel, New York.

PRIZE NUGGET. 15,631
For cigars, cigarettes and tobacco. Registered May 13, 1908, at 9 a. m., by The Moehle Litho Co., Brooklyn, N. Y.

Rejections.

Tobacco Girl, Hon. Peter Sterlin, Gov. Bagley, Alanda, Robert Emmet, Tipo, Rigo, El Dura, Haveit, Bos-t-en, People's Cigar, Chief Forrester, The Hit, Ozark, El Notario, Maximus, Hadrian, Juba, Otho, Velma, Sunny Smile, Star Elk, Prize Seal, Chicola, Uprite, Flor de Alpino, Meryl, Yours Truly, Big Bill, Frisco Beauty, Dollar, Vero, Lexicon, Gala Day, Strike, Turkish Triumph, Turkish Flats.

Corrections.

A CLEAR STUNT
Registered in our last issue for West York Cigar Co., should have been "A Clever Stunt"

Trade Marks registsered in our issue of May 6 for cigars, for George Schlegel should have been for cigars, cigarettes and tobacco.

THE BANQUET.

Concluded from preceding page.

speaker of the evening and he held his audience almost spellbound.

Jos. F. Cullman, Jr., relected President, made a few remarks.

John R. Young also responded to a toast.

Congressman J. Hampton Moore, was one of the most brilliant and interesting speakers of the evening.

A. Bijur, of New York, Chas. E. Rockel, of St. Louis, and H. S. Rothschild, of New York, all made interesting and entertaining remarks.

After a short address by Wm. P. Tilden, Vice President of the Union League, the speechmaking was brought to a close by some very appropriate remarks by John R. Young, who referred to the fact that he was the first to make any remarks when the present Association was formed in this city in 1899, and he desired the privilege of making the closing address at the gathering upon the occasion of the 10th annual convention.

At a goodly hour the festivities came to a close.

Convention Side-Lights

Julius Vetterlein was the Centre of Attraction during the boat ride down the river on Monday afternoon.

Ferd. Cranz seemed to have lost much of his old-time sense of humor, and was unusually quiet this time.

Col. Bill Taussig said Philadelphians are not so slow as some may think they are. They have it behind their ears, he said.

It was his first attendance at a tobacco men's Convention for A. B. Hess, of Lancaster, but he made good.

We have heard some favorable comments on some very caustic remarks made by Harry S. Rothschild, at one of the executive sessions.

Whenever Joe Goldberg gets up to speak he has something to say that is of interest.

Jerome Waller convinced the gathering that he has the courage of his convictions.

Wm. Sneeringer, Jr., of Baltimore, fully established his versatility.

Geo. Berger was a strong favorite in vocal entertainment at the Shad Dinner.

Some of the younger members of the Philadelphia trade covered themselves with glory as aid-de-camp to the Entertainment Committee.

Tobacco in Amsterdam.

A report on the tobacco trade of Amsterdam in 1907, printed in the London Economist, states that it was even more prosperous than in 1906, which year was an unusually good one for the merchants. The report states:

Last year was quite remarkable for the unusually high prices and large supplies. The sales of Sumatra, Java, and Borneo tobaccos during that year amounted to 834,351 bales, and realized over $36,498,750, as compared with $31,632,250 in 1906. About two-fifths of this amount is estimated to be profit. The Sumatra crop was about 10 per cent. larger than in the preceding year, and was sold at an average advance of four Dutch cents per half kilo. The whole realized $24,736,419. Java sent to the Netherlands 515,986 bales, as compared with 432,316 bales in 1906. Although the average price of the whole was only one Dutch cent higher than that of 1906, the leaf crop improved in price by 20 per cent. Borneo contributed 16,212 bales, against 17,062 bales in 1906, but the average price per half kilo was three and a half Dutch cents higher.

Last year's Sumatra crop, which arrives during this year, is estimated at some 15,000 bales more than the crop of 1906. France, Austria-Hungary, and the United States are large consumers of Dutch East Indian tobacco. Considerable quantities are exported to Germany, and much is thence re-exported.

—The Dahin Cigar Co., on the Noblesville pike, near Nashville, Tenn., which recently absorbed the Shyer Cigar Co., of Nashville, is making large additions to its plant.

SPECIAL NOTICES.
(12½ cents per line, 8-point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-lh Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LaSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

L. BERNFELD
Cigar Broker
West Haven, Conn.
2-5tf

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

FOR RENT, REASONABLE—Cigar Factory at Gilbertsville, Pa., 1½ miles from Boyertown, on Philadelphia Pike, 32x80 feet, three stories high and basement. Phila. trolley line passes factory. Hands easy to get. Address J. L. Leinbach, Gilbertsville, Montg. Co., Pa. 5-13a

WANTED—The addresses of Union Factories which make Florida wrapped goods at $20 per M. Only financially responsible firms, and those capable of turning out 10 M. a week, need apply. Address O. M. N., care of Tobacco World, Phila. 5-13tf

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

Thoroughly experienced Foreman desires position. Experienced in hand and suction work. Out of town factory preferred. Address Box 9, care of Tobacco World, Phila. 5-13c

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER
Monroe D. Sellers, Sellersville, Pa.
THE TOBACCO WORLD

For Gentlemen of Good Taste
SAN FELICE
5c. A HIGH GRADE CIGAR FOR 5c.
Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States
SEND FOR CATALOGUE AND PRICES
THE DEISEL-WEMMER CO., Makers
Lima, Ohio

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1643. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made
JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies
OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.
Factory: LANCASTER, PA.

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

Michael Hose A. F. Brillhart
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

LOUIS E. NEUMAN & CO.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

CIGAR MOLDS
Highest Grade Mold at Lowest Price.
Write for Catalogue of 1,500 Shapes.
The American Cigar Mold Co.
1931--1935 Western Ave., and
1201--1209 Dayton Street,
Cincinnati, Ohio.

W. R. DAUGHERTY & BRO.

Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

E. ROSENWALD & BRO.

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**
Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.
36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.
(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)
Leaf Tobacco Inspectors & Weighers
15 East Lemon Street, LANCASTER, PA.

WOLF BROS.
Manufacturers of an
Exclusive line of
NICKEL GOODS
Which can be recommended for
Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta
Red Lion, Pa.

LANCASTER TOBACCO MARKET

Still Reported "Quiet," But it is Claimed that Nine-Tenths of the 1907 Crop Has Been Bought.

Lancaster, Pa., May 11.

The local leaf market has again settled down to a general quietness, and what business was done came principally from out of town points. There were no large sales such as once were of common occurrence. The business that was done consisted of small lots shipped here and there.

There now remains but a comparatively small percentage of the 1907 crop not yet contracted for, and some put the amount at less than 10 per cent. Packers are just beginning to fully realize what a big quantity of the 1907 Pennsylvania tobacco has been secured this year by the American Tobacco Co., and are also somewhat amazed at the short time that has elapsed since buying began, and that it is already nearly over. There are perhaps few who would not, if they had it to do over, have tried to buy much more at the figures paid for the crops this year. That there will not be much increase in acreage, if any, this year is now reasonably certain. Farmers are complaining of the difficulty in getting labor, although they are hoping to get their crops out reasonably early this year Plant beds are making pretty good progress.

As reported last week the cigar industry in certain sections shows some signs of improvement.

The revenue returns for April show more encouragement and a slight increase in the output of cigars as compared with the previous months of this year. The receipts for April were $167,213.92, as against $159,780.87 in March, a gain of $7,433.05.

These figures represent an output of 55,771,300 in April as against 53,260,290 in March, a gain for April of 2,511,010.

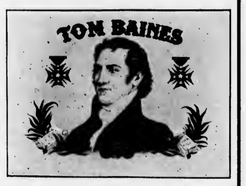
In some of the nearby towns the industry is not yet thoroughly active. Of the several factories at Akron the

Northern Wisconsin Leaf Tobacco Co.
PACKERS OF AND DEALERS IN
Northern Grown Wisconsin Tobacco Exclusively
LA CROSSE, WIS.

HEADQUARTERS FOR
Wisconsin Tobacco
L. B. CARLE & SON
Packers and Dealers — JANESVILLE, WIS.

UNION MADE ..... ALL QUALITY ..... UNION BOXES
H. G. BURKY

MAKER



10c. HAND MADE HAVANA CIGAR 10c. — 5c. A HIGH GRADE CIGAR FOR 5c.
Write for Samples and Prices
FACTORY No. 1898, FIRST DISTRICT, READING, PA.

EDWARD E. SIMONSON
Packer of and Dealer in
Leaf Tobacco
Tobacco Bought and Packed on Commission
Stoughton, Wis.

The Miami Valley Leaf Tobacco Co.
ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN
Packers of Cigar Leaf Tobacco
ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLY & CO.
Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops Our Specialty
Critical Buyers always find it a pleasure to look over our Samples
Samples cheerfully submitted upon request
P. O. Box 96

CHAS. J. LEDERMAN
Packer of and Dealer in
All Kinds of Domestic Leaf Tobacco
York State, Connecticut and Pennsylvania a Specialty
32 and 34 East Chestnut Street, Lancaster, Pa.

W. B. HOSTETTER & CO.
Packers and Dealers in
Leaf Tobacco
Rear of 144 West Market Street, on Mason Avenue,
York, Penna.
We Make SCRAP FILLER for Cigar Manufacturers.

B. F. GOOD & CO.
PACKERS and DEALERS in **Leaf Tobacco**
Nos. 49 and 51 West James Street
Lancaster, Pa.

H. H. MILLER
Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock
327 and 329 North Queen Street
LANCASTER, PA.

MILTON H. RANCK
Packer of
Penna. Broad Leaf
Dealer in
All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

J. K. LEAMAN
Packer of and Dealer in
LEAF TOBACCO
142 North Market St.
United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN
Packer and Dealer in
Leaf Tobacco
Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA. — MAIN OFFICE: Lancaster, Pa.

The York Tobacco Co.
Packers and Jobbers in
All Grades of
LEAF TOBACCO
Office and Warehouse, 15 East Clark Avenue
Manufacturers of Cigar Scrap Tobacco — York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. — Lancaster, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue. F. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

Capacity 25,000 per day — Telegraph—YORK, PA.

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor
Manufacturer of FINE CIGARS
Holtz, Pa.

LEONA BLAND
Pretty Bessie / York Nick . . . / Best Known . } 5c.
TWO CRACKER JACKS---2 for 5 Cents.
OAK MOUNTAIN BOUQUET BOSTON BEAUTIES PURO
PORTO RICO CROOKS
Correspondence with the Wholesale and Jobbing Trade Only Invited

The Moehle Lithographic Company
Clarendon Road & East 37th St. Brooklyn, N.Y.
Branch Office
171 East Randolph St. Chicago Ill.
Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

Krull Cigar Co. is the only one that has continued work steadily, although others are finding some improvement now. S. N. Wolf, of Wolf & Hackman, Akron, is now on business through the West.

Chas. S. Stroebel, of the Miami Valley Leaf Tobacco Co., of Dayton, O., and Alfred W. Penner, with Dohan & Taitt, Philadelphia, have been visitors in this city recently.

Morris Rosenthal, A. B. Hess, Joe Goldberg and Chas. Emory Long compose the Lancaster delegation who will this week attend the National Convention to be held in Philadelphia.

Jacob G. Shirk, the well known cigar and tobacco jobber, has been on the sick list for several weeks, but is now much improved and is about as usual.

IN NORTHERN PENNSYLVANIA.

There is some activity in the tobacco market now and the purchase of the 1907 crop of the Clinton county weed has commenced.

Buyer Rich has been in this district for a week or more and is accompanied by Cyrus McCurdy. These gentlemen have examined a lot of tobacco and have already purchased a goodly number of cases.

Grant Gresser, of Charlton, is also buying up a large quantity of the weed for Lancaster parties. Up to Friday he secured the Thompson crop at Charlton and the crops raised by Messrs. McGuire, Marks, Cromley, Snyder and Moore in Wayne township, comprising 120 cases which filled two freight cars.

The price paid is not up to that of former years, although the crop is a good one, and many growers have decided to hold off for a larger figure. In view of the slump in the price, the acreage in tobacco in Clinton county will be much less this year than for many years past. The growers are satisfied it will pay them better to plant corn and potatoes.

TOBACCO SUIT DECIDED in YORK

Verdict Rendered by Judge Wanner in Favor of Messrs. Granat and Lichtenstein.

York, Pa., May 11.

A rather dull market was somewhat enlivened last week by a litigation which resulted from a tobacco deal, and which involved quite a large sum of money. The matter was finally brought up before Judge Wanner in equity proceedings.

It was shown by the testimony that an arrangement had been entered into some months ago by Noah Gillen and Robert M. Granat, composing the firm of Gillen & Granat, of this city, and John F. Reichard, a leaf tobacco dealer, formerly located at Craley, this county, but who recently removed to Red Lion, and whereby a certain packing of 1906 tobacco was put up.

On January 1, last, however, the firm of Gillen & Granat was dissolved by the retirement of Mr. Gillen, who sold

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nes. 84—86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
Lead Seals and Stencils
QUAKER CITY
STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.
(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section.
Fine Handling Superb Quality

Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

HERMAN DELLE
York, Penna.

Maker of
Delman 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: The Bear, The Cub, Essie, and Matthew Carey

W. R. DAUGHERTY & BRO.
Dallastown, Pa.

Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

GEO. W. PARR
Manufacturer of
Fine Cigars
Littlestown, Pa.

MAKER OF
Fernside and Lord Wharton
Five Cent Goods
Sold to the Jobbing Trade only.
Correspondence invited

C. E. MATTINGLY & CO.
Manufacturers of
High Grade Union Made
5c. Cigars
FOR THE Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

R. E. JACOBY
Wholesale Manufacturer of Strictly Uniform Quality of
High Grade Seed and Havana
Cigars

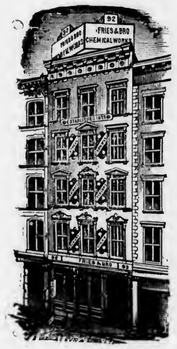
Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Established 1870 — Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

IRREGULAR PAGINATION

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE / THE CYCLONE } 5c. MILD AND PLEASANT / BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses



FRIES & BRO.
92 Reade St., NEW YORK
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the . . .
WORLD-RENOWNED
SPANISH BETUNS
Only Non-Evaporating
Cigar and Tobacco Flavors
SWEETENERS, ETC.
Sample Free The Most Popular Flavor since 1855 Please Write for Them
Guaranteed to be the Strongest, Cheapest, and Best

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

his interest to Mr. Granat, and the latter continued the business under the firm name of Robert M. Granat & Co.

Subsequently a trade deal was made with Julius Lichtenstein, of J. Lichtenstein & Co., New York, by which arrangement said Lichtenstein was to take 456 cases of tobacco, and Granat & Co. and Reichard were to take a certain quantity of Florida leaf tobacco.

Something like 250 cases of tobacco had been loaded on cars at York preparatory to shipment to New York, when an injunction was issued against Granat & Co. and the Railroad, restraining them, temporarily, at least, from allowing the tobacco to be moved.

In his petition for an injunction Mr. Reichard alleged collusion and claimed that the deal was made without his knowledge and consent, and that he was an interested party to the extent of one-third the value, placed in the neighborhood of $10,000.

Granat & Co., of course, filed a petition to have the injunction litted, and in support of their motion declared that the basis of the deal with Lichtenstein, a trade of Florida leaf for the Pennsylvania leaf, had been satisfactory to Reichard, and that he had signed an agreement to that effect.

Mr. Reichard asserted that the agreement was made with the understanding that he (Reichard) was to sample the Florida tobacco to satisfy himself of its value before the deal should be consummated, and he claimed that he had not been allowed that privilege.

Several witnesses were called in support of the conflicting claims and the Judge then took the matter under advisement for a day.

The following day Judge Wanner rendered his decision, which was in favor of Messrs. Granat and Lichtenstein. The opinion was in part as follows:

"The weight of the evidence shows to the satisfaction of the court that the exchange of plaintiff's tobacco for the Florida tobacco was not fraudulently made by the defendants, Granat and Lichtenstein, but with full and sufficient authority so to do in the defendant, Robert M. Granat, and that it was done with the previous knowledge of the plaintiff Reichard.

"The plaintiff having failed to show any conspiracy on the part of the defendants Granat and Lichtenstein to cheat and defraud him out of his one-third interest in said Pennsylvania leaf tobacco, or any wrongful or fraudulent taking of the same or any part thereof by either of them, he is not entitled to a continuance of the preliminary injunction heretofore granted in this case, to prevent the removal of the tobacco by said Lichtenstein & Co.

"Reichard, by his acceptance and retention of one-third of said Florida tobacco down to the present time, has forfeited any right to the retention of the Pennsylvania leaf tobacco, in which he claims a one-third interest, as was under the terms of said agreement to be delivered to said Lichtenstein & Co., and has no right to prevent the removal of the same by said defendant, Julius Lichtenstein & Co."

O. H. Hankey, of this city, who kept a cigar store in the front of Hotel O'Bold at Hanover, this week removed his stock and fixtures to York by trolley freight, and it was the first freight shipment to York from Hanover on the trolley road.

The tobacco trade in this section for the most part remains quiet, both with the leaf men and the manufacturers.

Leaf Tobacco Markets

BALDWINSVILLE, N. Y.

Nearly all of last year's crop in the bundle has been bought up. Most of the crop still in the growers' hands has been assorted and some fine crops are included in this portion of last year's tobacco. The seed beds make a good showing being in a more advanced condition than last year at this time, nearly all of the beds showing a fine stand of plan s.—Gazette.

CONNECTICUT VALLEY.

Tobacco plants are growing very fast. There are many of them that 10c silver pieces would not cover, and I have heard of plants that are larger than a quarter of a dollar. Such plants will soon demand as much time as the chores, and it is as necessary to attend to these little fellows as it has been to give the live stock attention during the trying months of winter and spring. When plants get to the size of which I have spoken, two weeks make great changes.

Our correspondents write:

Montague, Mass.: "A few seed beds are sown. I have 1,000 square feet under glass, and the plants are coming up well. About 75 per cent. only will be planted to tobacco this year, as compared with last year."

Hatfield, Mass.: "The Whalen Bros. have sold 91 cases of their 1907 packing (unsweat) for 14c. No other sales to report."

Bradstreet, Mass.: "The Belden Bros. have sold their 1907 packing, somewhere about 150 cases now, but at low prices."

North Hatfield, Mass.: "No sales to report, but Mr. Swift has had a rather flattering offer on his entire season's packing, and just upon his recommendation without the party seeing the goods."—American Cultivator.

EDGERTON, WIS.

The movement that seems destined to clean up the balance of the '07 crop goes steadily on. While the volume of transactions is falling off the buyers now in the field are as actively engaged in hunting up the remnants as at any time. There can not be much more than ten per cent. of the crop remaining unsold, which a few weeks more at the present rate will absorb. The bulk of transactions continue to be made at low figures, mostly under 6 cents.

A week of cold rains has held back the growth of the young plants, which are appearing plentifully in the beds. A few days of warm weather will doubtless bring them up to average condition. Shipments 1,050 cases.—Reporter.

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
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Correspondence with the Jobbing Trade solicited.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
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Manufacturers of
High Grade Seed and Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

American Protectorate
A Choice 5c. Cigar
Handsomely Packed and put up in Several Popular Shapes and Sizes
Manufactured by
Himmelberger & Noll. ROBESONIA, PA.

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SHIPPING CASES
LABELS
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RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

It Will Remove Rankness from Tobacco
Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
Chaskel Chemical Works
265 West Broadway, New York

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
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PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc. MANUFACTURERS
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SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
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The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

CIGAR BOXES

A. KAUFFMAN & BRO.
YORK, PA.

CIGAR BOX LUMBER

Wm. STEINER, SONS & COMPANY
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257 to 265 West 17th Street, NEW YORK
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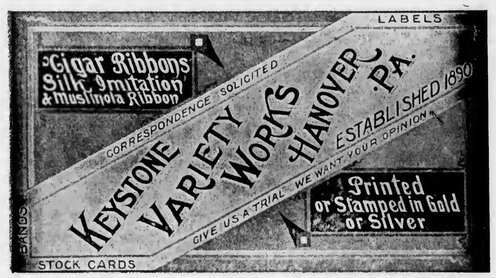
CIGAR LABELS ADVERTISING NOVELTIES
IMPORTED AND DOMESTIC BANDS



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YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Established 1877 New Factory 1904

H. W. HEFFENER
Howard and Boundary Aves.
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Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE
Advertising Medium known.
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Sole Owners and Manufacturers

INLAND CITY CIGAR BOX CO.
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Cigar Boxes and Shipping Cases
Dealers in
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PATENTED MARCH 9, 1897

For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed
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FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

Minnich Machine Works
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
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Describe the Flavor You Want
and our Laboratory will fit you
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238 Arch Street, Philadelphia.
TELEPHONE 1561
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Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Clear Havana	10c.
"S. B." Seed and Havana	5c.
"KATHLEEN O'NEIL"	5c.
"VUELTA SPRIGS" The Mellow Cigar	5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .

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MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

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Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
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ESTABLISHED 1840 CABLE: "NARGIL"

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Oblinger Bros. & Co.
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615 Market St., Philada.
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CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
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Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

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Makers of the

JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
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High Grade Seed and Havana Cigars
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Wanted—CUTTINGS—SCRAPS—SIFTINGS
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For Sale { CIGAR SCRAPS—Clean and Sound
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THE TOBACCO WORLD

Vol. XXVIII., No. 21 PHILADELPHIA, MAY 20, 1908 One Dollar the Year

THE BOUTELLE BILL

Provides that Name of the Actual Owner Shall be Placed on All Tobacco Packages.

Washington, D. C., May 13.

The bill introduced by Representative Bontelle, of Illinois, is calculated to do away with the secrecy in the holding by the so-called Tobacco Trust of the stock of subsidiary companies, because it provides that on all manufactured tobacco and snuff the name of the owner of the producing plant shall appear as well as the name of the producer and the place and date of production.

It is believed that the measure is a result of the recent hearings before the Ways and Means Committee of the House on the Tawney anti-coupon bill.

The bill is as follows:

"Be it enacted, etc., That section 3364, Revised Statutes of the United States as heretofore amended, shall now be amended so as to read as follows:

"'Section 3364. Every manufacturer of tobacco or snuff shall, in addition to all other requirements of this title relating to tobacco, print on each package, or securely affix by pasting on each package containing tobacco or snuff manufactured by or for him a label, on which shall be printed the name of the bona fide owner and manufacturer, the number of the manufactory, the district and State in which it is situated, and these words:

"'Notice. The manufacturer of this tobacco has complied with all requirements of law. Every person is cautioned under the penalties of law not to use this package for tobacco again.'

"When a tobacco manufactory is conducted in the name of a certain person, partnership or corporation, but the actual owner of the manufactory is some other individual, partnership or corporation, or a majority of the stock of the manufacturing company is owned by another corporation, person or partnership, then the name of such person, partnership or corporation must appear on the label as well as the name of the manufacturer, and these names must appear in such way as to indicate clearly which is the true legal owner of the manufactory or of a majority interest therein."

TOBACCO IN LOUISIANA.

State May Prove Haven of Refuge for Kentuckians.

Baton Rouge, La., May 15.

L. M. Rice, of Louisville, Ky., called on Commissioner Charles Schuler this morning and informed that official that he had purchased 6,000 acres of land in the parish of St. Landry which he will plant in tobacco.

Mr. Rice said he was one of the tobacco planters run out of Kentucky by the night riders and their depredations.

The entire outfit of his farm, he says, one of the largest in Kentucky, will be moved to Louisiana.

His removal to this State follows a movement started by the Progressive Union of New Orleans to encourage Kentucky tobacco planters harassed by night riders in that State to move to Louisiana, the Commissioner of Agriculture having issued a bulletin to the effect that there were thousands of acres of land in this State suitable for the cultivation of tobacco.

S. F. HESS & CO. TO DISSOLVE.

Rochester's Oldest Tobacco Firm at a Standstill.

Rochester, N. Y., May 15.

Justice Sargent, of the Supreme Court, has issued an order directing all persons interested in the firm of S. F. Hess & Co. to appear before D. Curtis Gano as referee on July 16th, and show cause why the concern should not be dissolved.

The statement of the financial affairs of the company shows total liabilities of $106,464 55. The assets are: Real estate, $86,887.04; accounts receivable, $1,457.70; tobacco stock, $1,880; fixtures, $100; cash $947.75, making a total of $91,272.49.

NEW SINCERIDAD FACTORY.

Gonzales, Fisher & Co. Will Erect Fine New Building.

Tampa, Fla., May 16.

Within probably a week's time the plans for the new La Sinceridad cigar factory of Gonzalez, Fisher & Co., will be completed and turned over to the contractors for estimates. Miller & Kennard, architects, are now at work on the detail of the drawings.

The plans are for a three-story and basement brick and stone structure of a type somewhat different from the usual type of cigar factory. The main building will be fifty feet wide and one hundred and thirty-seven feet long, with a wing 35x60 feet. This wing will form a portion of the front of the building, making the front of the structure eighty-five feet.

In this wing lies the departure from the usual mode of building for cigar factories. It will contain the hall and stairways, stripping department, elevators, etc., leaving the floors of the main building free from the usual space-takers of this nature. This will provide room for a great number of cigar-makers.

Manager A. Nistal said that the location for the new building had not yet been definitely decided upon. It may be erected on the site of the old factory, which was destroyed in the conflagration of March 1. That structure was a three story frame affair on Eighteenth street, near Twelfth avenue. If the old site is not used, then the factory will probably be built somewhere along Michigan avenue.

Mr. Nistal returned a few days ago from Cuba, where he went several weeks ago to look after some business matters. While there he looked over the tobacco situation He says that while the crop is not one of the largest, the outlook is much better than last year, for quantity and quality of leaf.

—The G. Penn Tobacco Co., of Danville, Va., has increased its capital stock from $40,000 to $100,000. The officers are: Green Penn, President; Rucker Penn, Vice President; George Penn, Secretary, and B. R. Penn, Treasurer.

RETAIL CIGAR HIT at WHEELING

Union Cigar Stores Co. Scores a Big Success.

Wheeling, W. Va., May 15.

Probably no firm in the city has achieved greater success than the Union Cigar Stores Co., of 42 Fourteenth street, who have just completed a deal for the purchase of a store at 1906 Market street, and who will in the near future, it is said, open another store on Tenth street to take care of their Island and North Wheeling trade. The new over-the-creek store will be conducted in the same progressive manner that the Fourteenth street store has been, and contracts have been placed for the new fixtures. The wonderful growth of this concern shows in a most forcible manner what newspaper advertising will do when combined with an aggressive management and offering of meritorious goods.

This firm, starting in a very modest way less than one year ago, have in this short time developed into the leading tobacconists of this section. Every week they announce their specials through the daily papers, and each week shows their establishment to be a greater Mecca for tobacco shoppers.

Wilkes-Barre Youngsters Denied Tobacco.

Wilkes-Barre, Pa., May 15.

A number of persons selling tobacco in the city have the idea that to sell it to a child under the age of sixteen is all right, provided they have a written note requesting its purchase, but this is a mistake which has gotten several merchants into trouble during the last few months.

Humane Agent Haffey said that according to the law tobacco cannot be sold in any form or under any circumstances to a child under the legal age, and that from now on any such case reported will be dealt with in the severest manner. The following section of the law is quoted:

"A person who sells, pays for or furnishes any cigar, cigarette, or tobacco in any of its forms to any child actually or apparently under the age of sixteen years, is guilty of a misdemeanor.

Burglars Cause Destruction of the Cortez Factory.

Key West, Fla., May 15.

It has been definitely established that the destruction of the Cortez Cigar Factory last week was caused by burglars. The watchman, in making his rounds, discovered burglars in the building and immediately gave chase to them. One of the burglars had a lighted lamp which he threw at the watchman, thus seting fire to the factory, and together with the building a large quantity of cigars and loose tobacco were destroyed. Three arrests were made by the police immediately following the fire, and searching parties found a quantity of cigars about a mile from the factory. The stealing has been going on for some time and more arrests are expected.

CIGARETTE RED NOSE.

The Latest Wonderful Discovery of London Medicos.

A new peril of the cigarette smoking habit is made public by the British Medical Journal. The case is that of a youth who sought medical advice in regard to the redness of his nose, and was informed that the headlight condition was solely due to his habit of exhaling the fumes of his cigarette through his nostrils. It appears that this passage of smoke causes the blood vessels to dilate, and thus produces an external redness.

A small boy with a cigarette, hero though he is with his companions, does not attract the fullest meed of hero-worship unless he "blows it through his nose." It is the fixed opinion of the very young men that to toy negligently with a cigarette, and to exhale the fumes disdainfully through the nostrils imparts to the performer a dashing air. There is nothing particularly dashing, however, about a bright scarlet nose.

Circular by Connecticut Growers

Hartford, Conn., May 15.

The Hartford County Tobacco Growers' Association has now been in existence a year and has proven helpful to its members in the way of making a better market for their tobacco than was expected early in the season. The members have been kept posted as to market conditions and the shortage of the tobacco crop of 1907, and as a result many growers have cased their 1907 tobacco, in the belief that better prices will come as the season advances.

In a circular letter to the members of the association President Hector Chapman and Secretary William K. Ackerly have this to say:

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E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

CHARLES M. GUDKNECHT, PRESIDENT

LA HILDA CIGAR FACTORY
(INCORPORATED)
MANUFACTURERS AND IMPORTERS
231 CHESTNUT STREET
CORRESPONDENCE SOLICITED PHILADELPHIA

(LORD LANCASTER, 10c.)

Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.

(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

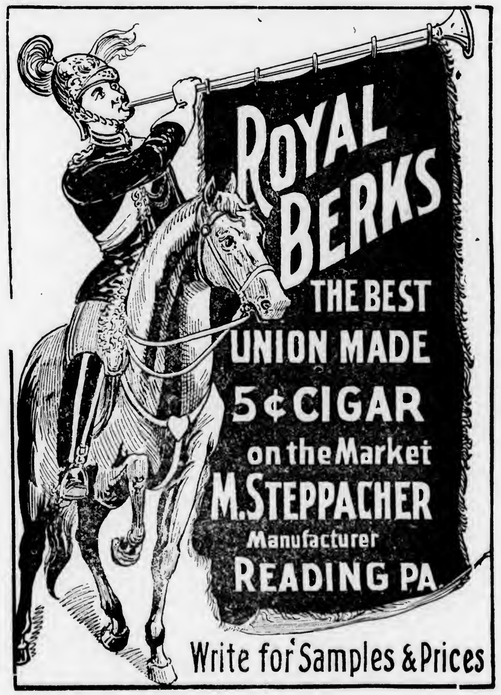
Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

W. W. STEWART & SONS
Reading, Pa.
Makers of

JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
ELI PERKINS
5c.

High Grade Seed and Havana Cigars
Correspondence with Responsible Houses Solicited



Wanted—CUTTINGS—SCRAPS—SIFTINGS
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, NEW YORK
Tel. 722 Orchard

For Sale { CIGAR SCRAPS—Clean and Sound
Write Us for Prices
EMIL BERGER TOBACCO CO., 6-8-10 Gouverneur Slip, NEW YORK

THE TOBACCO WORLD

Vol. XXVIII., No. 21 PHILADELPHIA, MAY 20, 1908 One Dollar the Year

THE BOUTELLE BILL

Provides that Name of the Actual Owner Shall be Placed on All Tobacco Packages.

Washington, D. C., May 13.

The bill introduced by Representative Bontelle, of Illinois, is calculated to do away with the secrecy in the holding by the so-called Tobacco Trust of the stock of subsidiary companies, because it provides that on all manufactured tobacco and snuff the name of the owner of the producing plant shall appear as well as the name of the producer and the place and date of production.

It is believed that the measure is a result of the recent hearings before the Ways and Means Committee of the House on the Tawney anti-coupon bill.

The bill is as follows:

"Be it enacted, etc., That section 3364, Revised Statutes of the United States as heretofore amended, shall now be amended so as to read as follows:

"'Section 3364. Every manufacturer of tobacco or snuff shall, in addition to all other requirements of this title relating to tobacco, print on each package, or securely affix by pasting on each package containing tobacco or snuff manufactured by or for him a label, on which shall be printed the name of the bona fide owner and manufacturer, the number of the manufactory, the district and State in which it is situated, and these words:

"'Notice. The manufacturer of this tobacco has complied with all requirements of law. Every person is cautioned under the penalties of law not to use this package for tobacco again.'

"When a tobacco manufactory is conducted in the name of a certain person, partnership or corporation, but the actual owner of the manufactory is some other individual, partnership or corporation, or a majority of the stock of the manufacturing company is owned by another corporation, person or partnership, then the name of such person, partnership or corporation must appear on the label as well as the name of the manufacturer, and these names must appear in such way as to indicate clearly which is the true legal owner of the manufactory or of a majority interest therein."

TOBACCO IN LOUISIANA.

State May Prove Haven of Refuge for Kentuckians.

Baton Rouge, La., May 15.

L. M. Rice, of Louisville, Ky., called on Commissioner Charles Schuler this morning and informed that official that he had purchased 6,000 acres of land in the parish of St. Landry which he will plant in tobacco.

Mr. Rice said he was one of the tobacco planters run out of Kentucky by the night riders and their depredations.

The entire outfit of his farm, he says, one of the largest in Kentucky, will be moved to Louisiana.

His removal to this State follows a movement started by the Progressive Union of New Orleans to encourage Kentucky tobacco planters harassed by night riders in that State to move to Louisiana, the Commissioner of Agriculture having issued a bulletin to the effect that there were thousands of acres of land in this State suitable for the cultivation of tobacco.

S. F. HESS & CO. TO DISSOLVE.

Rochester's Oldest Tobacco Firm at a Standstill.

Rochester, N. Y., May 15.

Justice Sargent, of the Supreme Court, has issued an order directing all persons interested in the firm of S. F. Hess & Co. to appear before D. Curtis Gano as referee on July 16th, and show cause why the concern should not be dissolved.

The statement of the financial affairs of the company shows total liabilities of $106,464 55. The assets are: Real estate, $86,887.04; accounts receivable, $1,457.70; tobacco stock, $1,880; fixtures, $100; cash $947.75, making a total of $91,272.49.

NEW SINCERIDAD FACTORY.

Gonzales, Fisher & Co. Will Erect Fine New Building.

Tampa, Fla., May 16.

Within probably a week's time the plans for the new La Sinceridad cigar factory of Gonzalez, Fisher & Co., will be completed and turned over to the contractors for estimates. Miller & Kennard, architects, are now at work on the detail of the drawings.

The plans are for a three-story and basement brick and stone structure of a type somewhat different from the usual type of cigar factory. The main building will be fifty feet wide and one hundred and thirty-seven feet long, with a wing 35x60 feet. This wing will form a portion of the front of the building, making the front of the structure eighty-five feet.

In this wing lies the departure from the usual mode of building for cigar factories. It will contain the hall and stairways, stripping department, elevators, etc,. leaving the floors of the main building free from the usual space-takers of this nature. This will provide room for a great number of cigar-makers.

Manager A. Nistal said that the location for the new building had not yet been definitely decided upon. It may be erected on the site of the old factory, which was destroyed in the conflagration of March 1. That structure was a three story frame affair on Eighteenth street, near Twelfth avenue. If the old site is not used, then the factory will probably be built somewhere along Michigan avenue.

Mr. Nistal returned a few days ago from Cuba, where he went several weeks ago to look after some business matters. While there he looked over the tobacco situation He says that while the crop is not one of the largest, the outlook is much better than last year, for quantity and quality of leaf.

—The G. Penn Tobacco Co., of Danville, Va., has increased its capital stock from $40,000 to $100,000. The officers are: Green Penn, President; Rucker Penn, Vice President; George Penn, Secretary, and B. R. Penn, Treasurer.

RETAIL CIGAR HIT at WHEELING

Union Cigar Stores Co. Scores a Big Success.

Wheeling, W. Va., May 15.

Probably no firm in the city has achieved greater success than the Union Cigar Stores Co., of 42 Fourteenth street, who have just completed a deal for the purchase of a store at 1906 Market street, and who will in the near future, it is said, open another store on Tenth street to take care of their Island and North Wheeling trade. The new over-the-creek store will be conducted in the same progressive manner that the Fourteenth street store has been, and contracts have been placed for the new fixtures. The wonderful growth of this concern shows in a most forcible manner what newspaper advertising will do when combined with an aggressive management and offering of meritorious goods.

This firm, starting in a very modest way less than one year ago, have in this short time developed into the leading tobacconists of this section. Every week they announce their specials through the daily papers, and each week shows their establishment to be a greater Mecca for tobacco shoppers.

Wilkes-Barre Youngsters Denied Tobacco.

Wilkes-Barre, Pa., May 15.

A number of persons selling tobacco in the city have the idea that to sell it to a child under the age of sixteen is all right, provided they have a written note requesting its purchase, but this is a mistake which has gotten several merchants into trouble during the last few months.

Humane Agent Haffey said that according to the law tobacco cannot be sold in any form or under any circumstances to a child under the legal age, and that from now on any such case reported will be dealt with in the severest manner. The following section of the law is quoted:

"A person who sells, pays for or furnishes any cigar, cigarette, or tobacco in any of its forms to any child actually or apparently under the age of sixteen years, is guilty of a misdemeanor.

Burglars Cause Destruction of the Cortez Factory.

Key West, Fla., May 15.

It has been definitely established that the destruction of the Cortez Cigar Factory last week was caused by burglars. The watchman, in making his rounds, discovered burglars in the building and immediately gave chase to them. One of the burglars had a lighted lamp which he threw at the watchman, thus seting fire to the factory, and together with the building a large quantity of cigars and loose tobacco were destroyed. Three arrests were made by the police immediately following the fire, and searching parties found a quantity of cigars about a mile from the factory. The stealing has been going on for some time and more arrests are expected.

CIGARETTE RED NOSE.

The Latest Wonderful Discovery of London Medicos.

A new peril of the cigarette smoking habit is made public by the British Medical Journal. The case is that of a youth who sought medical advice in regard to the redness of his nose, and was informed that the headlight condition was solely due to his habit of exhaling the fumes of his cigarette through his nostrils. It appears that this passage of smoke causes the blood vessels to dilate, and thus produces an external redness.

A small boy with a cigarette, hero though he is with his companions, does not attract the fullest meed of hero-worship unless he "blows it through his nose." It is the fixed opinion of the very young men that to toy negligently with a cigarette, and to exhale the fumes disdainfully through the nostrils imparts to the performer a dashing air. There is nothing particularly dashing, however, about a bright scarlet nose.

Circular by Connecticut Growers

Hartford, Conn., May 15.

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E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

INTENTIONAL SECOND EXPOSURE

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia

FOUNDED 1855
John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan
FLOR de D&T
DOHAN & TAITT
Importers of Havana and Sumatra
Packers of Leaf Tobacco — VUELTA ARRIBA — 107 Arch St. PHILADA.

K. STRAUS — A. LOEB
K. STRAUS & CO.
IMPORTERS OF
PACKERS OF HAVANA LEAF TOBACCO
301 & 303 North 3rd St.
PHILADELPHIA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
AND PACKERS OF
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe
BENJ. LABE & SONS
IMPORTERS OF
Sumatra and Havana
Packers and Dealers in Leaf Tobacco
228 North Third St., Philadelphia

Julius Hirschberg & Bro.
Importers of Havana and Sumatra and Packers of Seed Leaf
Tobacco
125 North Third St., Philada.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
and
Packers of Leaf Tobacco
306 North Third St., Phila.

B. VELENCHIK — S. VELENCHIK
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

H. Dolinsky & Son
Importers & Packers of
HAVANA AND SUMATRA SEED LEAF TOBACCO
147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH
IMPORTER OF HAVANA AND SUMATRA
DEALER IN LEAF TOBACCO
REGISTERED
1642-44 N. ELEVENTH. ST. PHILADELPHIA

The Empire Leaf Tobacco Co.,
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St., Phila.

J. S. BATROFF
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The above Precinta, or Warranty Stamp, is only used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these Stamps were made in Cuba by such Independent Manufacturers belonging to the Union.

BE IT KNOWN: That said Guarantee Label only the manufacturers belonging to the Manufacturers' Union have the right to use and to attach on all cigar boxes and other packages of their goods.

COLORS OF THE PRECINTA: Black with pale blue ground; fac simile of the seal of the Presidency of the Republic: dark blue.

NEW CANADIAN REGULATIONS.

The Uniform Cigar Stamp Act Will Become Effective June 1st.

London, Ont., May 15.

Cigar manufacturers of the city have been notified that the new regulations governing the manufacture of tobacco will go into effect upon the first of June. Just how these regulations will work out is a matter of some speculation. The manufacturers of the city unanimously opposed them, but the Government, in behalf of the growers of Essex and Quebec, insisted.

"It is a scheme entered into by the Government to gull the public," declared a prominent manufacturer—a well known Liberal, by the way.

The order that a uniform stamp be used upon all cigars is the chief provision of the new regulations. Whatever the purpose of the Government the effect of this is to remove any distinguishing mark as between the imported and the Canadian-grown tobacco.

Heretofore the Government authorized three kinds of stamps. One of these—a green stamp--was placed upon the pure Canadian tobacco; another, pink or red, was upon combination home-produced and imported tobacco, and the third, black, was upon pure imported goods.

The new stamp is black and will be placed by the Government upon all cigars whether they contain Canadian or foreign leaf. Thus, the Government guarantee which the consumer formerly had that his purchases were foreign, if they were foreign, is removed. He is now at the mercy of the manufacturer, who is not prevented from giving his own guarantee as to what may or may not be in his goods, but whose guarantee, it will be recognized, by no means eliminates fraud, as the Government guarantee was supposed to do.

Another feature of the new regulations is the changed duties. These duties are claimed by the inland revenue department to work out to practically the same conclusion as the present duties, with the exception that the manufacturer's capital will be tied up for a considerably longer period, thus affecting the smaller manufacturer seriously.

Goodrum's New Quarters.

Atlanta, Ga., May 14.

J. J. Goodrum, the tobacco man, whose wholesale warehouse and general offices were burned out, has taken up temporary quarters at 64 North Pryor street, and is making final arrangements for a permanent location. He will probably occupy permanently the place of business formerly rented by the Newcomer-Manry Co., at 74 North Broad street.

Mr. Goodrum's stock and furnishings were a total loss, but he believes the loss was fully covered by his insurance. His safe, containing his books and papers, is still under the derbis of the burned district. Until it can be gotten out and opened no definite statement of the loss or compensating insurance can be made.

Fourteen men were employed at the warehouse and general offices. All of them have been kept in service and are drawing full pay.

Mr. Goodrum had re-established his business in its present quarters by 10.30 o'clock Friday morning, while the fire hose were yet playing on the flames that had forced him to move.

A complete new stock has already been ordered. Every order has received telegraphic confirmation, and Mr. Goodrum is advised that all of his new goods are now in transit and will be here within three or four days.

PATENTS RELATING TO TOBACCO, Etc.

886,352 Cigar ash thimble and protector; H. S. Cunnington, New York City.

886,688 Match box and other receptacle; B. von Eigen, Newark, N. J.

886,692 Price marker and lid holder for cigar boxes; W. I. Gale and F. Davis, Moulton, Ia.

GENUINE CONNECTICUT BROAD LEAF TOBACCO SEED
Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal orders to
WM. L. HUNTTING, E. Hartford, Ct.

WILLIAM L. HUNTTING
Packer, Dealer & Grower of
Leaf Tobacco
Have on hand choice Broad Leaf wrappers and binders, cheap for cash.
Choice tobacco seed a specialty.
Office, 812 Main St., E. Hartford, Ct.

STEPHEN F. KETRAN
Interior Wood.. Work..
Makes a Specialty of Fitting Up Cigar Stores
Bank, Church, Office, Store Fixtures and Special Cabinet Work
1615 to 1623 McKean St., Philadelphia

The Latest Success
Lynnhaven Cigarettes
10 for 10
Ware-Kramer Tobacco Co.
Norfolk, Va.
ARTHUR HAGEN & CO.
Philadelphia, Pa.
AGENTS

REGISTER YOUR TRADE MARKS IN THE REGISTRY DEPARTMENT OF THE TOBACCO WORLD . . .

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

S. Weinberg

121 North Third Street
PHILADELPHIA

Importer of SUMATRA and HAVANA
Dealer in all kinds of SEED LEAF

Tobacco

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.
Write for Prices.

Office and Warehouse: 630-636 N. Prince St.
Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.

Long Distance Telephone, Market 3025.

SAMUEL HARTMAN & CO.

DEALERS AND PACKERS OF

Domestic Leaf Tobacco of All Kinds

CONNECTICUT A SPECIALTY

Office and Salesroom:

313 and 315 West Grant Street

Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

Northern Wisconsin Leaf Tobacco Co.

PACKERS OF AND DEALERS IN

Northern Grown Wisconsin Tobacco Exclusively

LA CROSSE, WIS.

UNION MADE ..... ALL QUALITY ..... UNION BOXES

H. G. BURKY

MAKER

10c. HAND MADE HAVANA CIGAR 10c. 5c. A HIGH GRADE CIGAR FOR 5c.

Write for Samples and Prices

FACTORY No. 1898, FIRST DISTRICT, READING, PA.

HEADQUARTERS FOR

Wisconsin Tobacco

L. B. CARLE & SON

Packers and Dealers JANESVILLE, WIS.

EDWARD E. SIMONSON

Packer of and Dealer in

Leaf Tobacco

Tobacco Bought and Packed on Commission

Stoughton, Wis.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of **HAVANA**, 123 North Third Street PHILADELPHIA

No New Buyers in Havana, but More Leaf Sold

Tobacco Transactions in Havana During the Week Exceed the Record of Any Week for a Long Time. Local Houses Buying for the American Market are Principal Agents in the Activity.

Special Correspondence of The Tobacco World.)

Havana, Cuba, May 11, 1908.

While practically no buyers have made their appearance in our market since my last report, a much larger volume of transactions have gone on record in the week that has elapsed than during any single week for quite a period. This is attributed to the active buying campaign of some houses (American concerns established here principally), who are buying mainly of Remedios First and Second Capaduras on a speculative basis, as well as some buying that has been done for the American market through local commission houses. Likewise, the Havana cigar manufacturers have been buying right along for their own consumption.

Prices have touched "rock-bottom figures" and a willingness to negotiate is mainfest on all sides. This has facilitated business lately and started the ball rolling. In the past week prices have barely been sustained, but there are some holders who are very stiff after the reaction. It is said one house was offered $55 for its packing and insisted upon $60 per quintal for its 1st Capaduras of Santa Clara, last year's crop. Evidently the American export houses are trying to clean the market of all desirable vegas, and if this keeps on then there will be nothing left except poorer classes, with perhaps a few better packings which, however, cannot be bought at the present ruling figures.

The late rains reported benefited the crop conditions far beyond expectations, and in consequence thereof prospects all over the most important tobacco growing sections are of the very brightest kind. The farmers look at things with renewed hopes and are working with energy to reshape their affairs damaged by the long terrible drouth which had killed the grass and all green vegetation. In fact, the lack of rain was akin to a plague of the worst kind. The rains have been a blessing and the past week in Vuelta Abajo and in the Remedios sections has been a period of thankgsiving on the part of the farmers. The so much discussed new crop question is no longer an enigma. A fair crop is assured, taking everything into consideration. Making a general comparison the "much criticized crop of 1907" will take a back seat in the history of tobacco crops alongside of it.

Under the circumstances that will prevail, that is, with a large stock of old tobacco yet in the market, and comparatively low prices ruling for the old as well as the new—because it is calculated that figures will be comparatively lower this year than have been paid to the farmers in the last several years—the general conditions here, especially concerning the manufacturer, will spell a decided improvement over the two year of depression.

Sales

during the last week amounted to a total of 6,140 bales, consisting of 2,604 bales of Vuelta Abajo, 230 of Partido and 3,306 of Remedios. For the American market 2,990 bales were purchased, 850 were bought by buyers for European concerns, while 2,300 were annexed by parties here who bought for local consumption.

Buyers Come and Go.

There were no arrivals.

Departures: The steamship Saratoga, which left last Sunday for New York, took away a host of people identified with trade affairs in Havana and the United States, including: Sol Salomon, of G. Salomon's Sons, Alfred Mayer, of Alfred Mayer & Co., C. E. Beck, of C. E. Beck & Co. (Havana), Richard Taggart, of Meyer & Mendelsohn, C. M. Wintzer, of Charles Blasco (Havana), Cesario Vigil, of Havana, and Ernst Horn, of Heinrich Neuberger, for New York; Joseph Loeb, of Loeb-

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56 NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista Neptuno 170--174 Special Partner—Gumersindo Garcia Cuervo

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge Y. P. Castaneda

JORGE & P. CASTAÑEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" Correspondence Solicited in English

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM *Habana*

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

LUIS MARX

Tobacco Grower

No. 8 Cuba Street Post Office Box 77

HABANA

Nunez Havana Co., for Philadelphia. W. Barron, of Barron Bros., Chicago, will leave tomorrow, via steamship Merida. Rafael G. Marques, of the High Life factory, Havana, will also depart via Tampa tomorrow.

Havana Cigar Manufacturers

Business is not so active as it could be at the present time, although due consideration must be allowed for the season of the year, which is generally a dull period. It is obvious that what is handicapping business now to a considerable extent is the anxiety which seems to prevail abroad among buyers of Havana cigars to try a cigar of the new crop blend. All of the manufacturers have big orders to be executed just as soon as they begin to use the new crop. This will not be before a month or two yet, when our manufacturers will begin to blend some of the "temprano" growth of the new tobacco with a larger proportion of old tobacco. This mixture or "blend" is calculated to produce a very desirable cigar according to the opinion of some experts.

H. Upmann & Co. shipped 700,000 cigars last week of their own famous H. Upmann brand and of other independent manufacturers.

Buying, Selling and Other Notes of Interest.

The exports of leaf from the port of Havana, for week ending May 11th, are as follows:

To all parts of the U. S.	1,254 bales
" Europe	1,332 "
" South America	154 "
Total	2,740 bales

Sylvester & Stern have been packing in Havana at their warehouse 56 Monte street, since last Monday the 4th instant. Their tobacco is fine in texture, colors and burn.

A. M. Calzada & Co. are getting ready for the coming season, making some alterations in their large warehouse at Remedios, so that they will be able to seat 1,000 hands. They shipped 100 bales to Europe the previous week and this past one 110 bales to the United States. Don Antonio is a hustler, and while he was not spared the losses which all dealers had to undergo on the 1907 crop, he has not lost his courage and is bound to make up in a short time what he may have suffered.

Muniz Hermanos & Co. sold this week over 600 bales principally of Remedios. They sold in this quantity one lot of 500 bales of First Capaduras.

Jose F. Rocha sold 450 bales of all kinds of leaf.

Hernandez y Alvarez closed out a big sale during the week of nearly 2,000 bales of Vuelta Abajo. This was the largest sale in a single instance in the week.

Don Vicente Guerra, of V. Guerra, Diaz & Co., of Tampa, left the La Covadonga Sanatorium last week, completely recovered from his late illness. He departed at once for Tampa. He was bidden good-bye on his departure by a host of friends in the leaf and manufacturing business here.

RECEIPTS FROM THE COUNTRY.

	Week ending May 9 Bales	Since Jan. 1 Bales
Vuelta Abajo	484	18,617
Semi Vuelta	51	1,788
Partido	147	912
Matanzas	—	331
Remedios & S.Clara	646	19,534
Puerto Principe	—	80
Mayari	—	1,990
Total	1,328	43,252

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

Cable Address "Calda." Telephone 6071.

A. M. Calzada & Co.

Packers and Dealers in Leaf Tobacco

Office and Warehouse

Monte 156

Code used, ABC—4th and 5th edit'ns
P. O. Box 595

Havana, Cuba

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

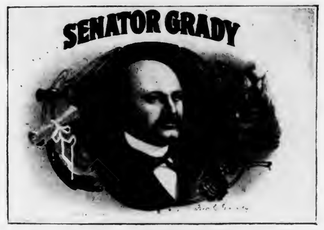
and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

L. J. SMITH & CO.

Red Lion, Pa.



WHOLESALE CIGAR MANUFACTURERS

and

Dealers in Leaf Tobacco

Correspondence With Responsible Houses Invited

Private Brands Made to Order

We have a line of Superior Nickel Goods put up attractively; some with specially designed Bands, etc.

We have increased facilities for supplying live distributors with fast selling products.

ERNEST ELLINGER & CO. Office, Nos. 87-89 Pine Street New York
Importers of HAVANA TOBACCO

E. A. KRAUSSMAN
Importer of
Havana Tobacco
168 Water Street
New York

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of Leaf Tobacco
Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St. NEW YORK
Cable Address: "HERE."

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, May 19.

New York Leaf Market.

The leaf tobacco market has slightly improved, while houses having salesmen out in various parts of the country report varying conditions. Withal there is more enthusiasm and a spirit of greater hopefulness prevails, and a further improvement is now looked for. Prices are no longer receding, and with a gradually growing increase of the output it seems possible that prices may become firmer.

There came a report of the purchase of large quantities of low grade tobacco in Wisconsin by large interests, which will reduce the supply considerably, indicating that the quantity now on hand will not be any too large should the market again become active.

There has been very active buying in Ohio and Pennsylvania.

The Sumatra market is reported as fairly active, and both old and new goods had fair attention and more or less numerous inquiries.

The Havana market has benefited materially by the recent encouraging reports. Notwithstanding a somewhat better price a good demand has been experienced.

• • •

The Cigar Industry.

Improvement in this branch of the business has been slow, but is gradually coming about and a larger trade is now coming in from the far West. Everyone is more cheerful and prospects are generally much brighter for a full resumption of activity.

• • •

Sixth Sumatra Inscription.

At the inscription at Amsterdam, held on the 15th inst., about 1,400 bales were secured for the American market.

The following purchases are reported: E. Spingarn & Co., 500 bales; G. Falk & Bro., 290; S. Rossin & Sons, 145; B. Labe & Son, 100; Louis P. Sutter & Bros., 65; Hinsdale Smith & Co., 50; and Joseph Hirsch & Son, 45.

But there were also purchased out of hand: 245 bales by G. Falk & Bro., and 150 bales by A. Cohn & Co.

Owing to the sudden death of Mrs. Lena Neuberger, mother of Benno Neuberger, Mr. Neuberger was not in attendance.

• • •

Colonial Tobacco Schedule.

The schedule of liabilities of the Colonial Tobacco Co., recently declared bankrupt, has been filed showing total liabilities of $17,397, and assets of $11,675.

The sale of two brands, which an officer of the company declared he had sold two months before the failure, has been attacked, as it was believed that if possession of those brands could be again secured, creditors could realize dollar for dollar on their claims. The brands in question are El Fenel and Intermission. For the purpose of forcing that issue an indemnity fee was paid by an attorney in the interest of his clients.

Guerra-Diaz N. Y. Office.

With a view to opening an office in New York city, F. R. Diaz, of V. Guerra, Diaz & Co., has spent some days here, sailing on Saturday last for Havana. Arrangements have already been made whereby two salesmen formerly connected with Park & Tilford will be associated with the new enterprise, the local headquarters of which will be at 76 Broad street.

San Francisco's Failure.

The failure of Rinaldo Bros., of San Francisco, who were among the larger distributors of cigars on the Pacific Coast, came as a shock to the members of the trade here, and several New York houses are heavily interested as creditors. It is stated that one house had given the firm credit to the extent of $40,000.

• • •

Loewenthal Men Active.

There has been considerable activity by the several salesmen of P. & S. Loewenthal, several of whom were at the home office during the past week. H. L. Berger, who covers the South and Southwest, has started out again after a short visit to headquarters. Max Raphael, who is on a Western trip, has been securing a good business right along. M. H. Dallett was at headquarters only a few days when he again started out. S. A. Peck came in from the East today, and Mayer Sachs is continuing the usual tenor of his way through Pennsylvania.

• • •

Garcia-Pando Removal.

The well known firm of Garcia, Pando & Co., makers of clear Havana cigars, are expecting to remove to Tampa at an early date. Jose Pando will go to Tampa this week to complete the preliminary arrangements, although the New York factory will not be entirely discontinued.

• • •

Trade Notes.

Fred Trese, a well known Front street leaf dealer, has been visiting the trade in Michigan lately.

B. J. Kraussman, with E. A. Kraussman, has spent several days at local headquarters.

H. Duys & Co., exclusively Sumatra importers, continue to secure choice lots of leaf at Amsterdam, and recently acquired 300 bales of very desirable marks.

The A. Schultz Co. has been incorporated with a nominal capital of $5,000, by Albert Schultz, 1774 Washington avenue, Edward Joseph, 333 East Ninety-third street, Adolph Messer, 1824 Second avenue, and Louis Kraut, 240 E. 100th street, to manufacture cigars and tobacco.

The Tobacco Growers' Society of the Antilles has increased its capital from $1,000 to $25,000.

The Navarino Cigarette Co. has filed papers at Albany increasing its capital from $20,000 to $30,000.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER
Monroe D. Sellers, Sellersville, Pa.

WHAT IS DOING AT THE HUB.

Strippers' Strike at Pippin Factory Still On, but Has Not Been Taken Up by the Cigarmakers.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., May 18.

The tobacco strippers are still out on strike at the Pippin Cigar Factory, and all the tobacco is now being stripped out of town. The cigarmakers so far have not quit work, and it is not expected that they will go out, as the Cigarmakers' Union claims that before the strippers declared their strike they ought to have first consulted with the Cigarmakers' Union.

McGreenery & Manning, the large trust jobbers here, have commenced a cut price war on both independent and trust made brands of cigars, tobaccos and cigarettes, and their salesmen are calling on a lot of new trade, informing them of the new prices. This cut is being met by most of our jobbers, who in consequence are practically selling many brands at a one and two per cent. profit. The following are some of the new prices: Pippin cigars are listed at $3.30 per 100; Royal Nestor, Menashi, Melachrino No. 9 cork, are listed at $9.26 per M.; Moguls plain at $9, and cork at $9.50; Phil Morris and Milo at $16.32 per M.; Oxfords and Murads at $9 per M.; Prettiest at $6.65 per M.; Mecca and Naturals, 5c, at $3.50 per M.; Planet Tobacco at $3.70 for 7½ lbs.; Sweet Caporal, Perfection and Hassan cigarettes at $3.80 per M.; Helmar at $6.98 per M., and Trophies at $7.25 per M.

John J. Bowers is now selling the Glorifier cigars here for J. Whitelaw & Co., N. Y., and is doing nicely.

Mr. Russell (Allen Tob. Co.) has returned from a trip through the Western part of this State. He reports that the general condition of business in Springfield and Holyoke is rather quiet. Still he was satisfied with the amount of business he secured in those towns.

In a former letter I mentioned that I heard Max Morse, of the Porto Rico Cigar Co., had died recently. I have since learned that the report is untrue, and on the contrary Max is alive and kicking and is at present at Portland, Me., doing business. Max is indeed a lucky fellow, being able to read his own obituary notice.

Sam Green has started manufacturing Turkish cigarettes at 44 Green street. His leaders are Turkish Triumph and Turkish Flats. The cigarettes are union made, each package bearing the union label. Mr. Green has had many years experience in the cigarette business, is considered a good judge of Turkish tobaccos, and now that he has started in on his own hook he will no doubt make a good showing.

Mr. Michaels, Secretary of the Butler-Butler Co., N. Y., was in Boston two days last week going the rounds with M. Bloom, the firm's New England representative. At present there are four salesmen in this vicinity plugging the Pall Mall cigarette.

D. J. Murphy, who represents the Clark Tobacco Co. here, is striving hard to get the Blue and Scarlet plug cut tobacco on this market. He is receiving much encouragement from the trade and duplicate orders coming in tell the story.

Jno. J. Bagley's salesmen are also hustling for business. They are taking orders for Gold Band and More Wages plug tobaccos, and Sweet Tips, a cube cut, and Wild Fruit, a flake cut smoking tobacco. Mr. Roseboom, the New England representative, has established an office at 27 Exchange street, where the trade can be promptly supplied.

L. Shapiro (Nestor Gianaclis Co.) has returned from his trip down Maine.

Courtney Perkins, with the same concern, did some effective work on Nestors the past week in Lowell and Lawrence, Mass. The genial Charley Ellis, who was also out of town for a few days, returned in time to play in the baseball game between the Namrah and La Integridads, which was won by the former team with the exciting score of 19 to 18, a thirteen inning game. Mr. Ellis made good as a pitcher. Kid Nichols brought in the winning run in the 13th inning by striking the first ball that came over the plate for a long drive to left center where the ball finally lodged itself in Mr. Henaults' motor car, and before it could be recovered Mr. Nichols had crossed the home plate having made a remarkably good home run.

Salesmen are here doing missionary work on Bock & Co. and Henry Clay paper wrapped Havana tobacco cigarettes. C. B. Perkins & Co., the jobbing firm, are distributors of same.

Rosenthal Bros. the Hanover street wholesalers, report a big business on the Rosenthal Bros. Special, a 5 cent Invicible shape cigar manufactured by the well known Rosenthal Bros. cigar factory of New York.

The Flor de Franklin nickel cigar of Hull, Grummond & Co., Binghamton, N. Y., is duplicating well in this market. Bieringer Bros. Co. are the distributors.

Although the free deal is off on the Mentor Co.'s Ramly cigarette, the same is selling as well as ever.

Ben Ali.

NEW ENGLAND LEAF NOTES.

SUFFIELD.

George Alderman, who packs tobacco for L. Osterwies & Sons, of New Haven, will keep his warehouse open until the 1st of June. He is employing seventy-five men, besides twenty-five women who come from Springfield each day by trolley. Next week Mr. Alderman will start sorting his own crop of thirty acres.

Mr. Alderman says that he was still in the market for sorted tobacco that is not cased. John F. Barnett, Jr., who packs for Kutinsky, Adler & Co., of New York, has also started up again and has enough tobacco bought to keep his gang of twenty-five men at work for the next three weeks.

SPRINGFIELD.

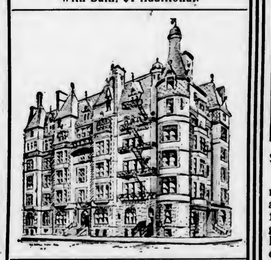
Dissatisfied with the prices received for last season's tobacco crop many farmers near New Milford, it is said, will give up raising tobacco this season and will go more extensively into the cultivation of corn. It is further pointed out that the 1906 tobacco crop sold for good prices to the assorters and packers but the latter are said to have had much trouble in disposing of it to manufacturers, one large packer having as much as $200,000 worth stored in one warehouse with practically no demand for it. This packer is said to have lost nearly $50,000 on the 1906 crop. As a result of the amount of old tobacco on hand the packers showed little disposition to take up the 1907 crop and the farmers' returns were unsatisfactory.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
NEW YORK
ESTABLISHED 1840 CABLE: "NARGIL"

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

HOTEL RICHMOND
17th and H Streets
WASHINGTON, D. C.
100 Rooms, 50 Private Baths, American Plan: $3.00 Per Day, Upwards; With Bath, $1 Additional.
European Plan: $1.50 Per Day, Upwards; With Bath, $1 Additional.



A high-class hotel, conducted for your comfort. Remodeled, refurnished throughout. Directly on car line. Union Station, 20 minutes. Capitol, 20 minutes. Shops and Theatres, 10 minutes. Two blocks to White House and Executive Buildings. Opposite Metropolitan Club.
SUMMER SEASON JULY TO OCTOBER
Wayside Inn and Cottages, Lake Luzerne, N. Y., in the Adirondacks. Switzerland of America. 45 minutes from Saratoga. Send for Booklet.
CLIFFORD M. LEWIS, Proprietor

STOP AT THE
NEW PRINCESS HOTEL
WHEN AT
ATLANTIC CITY

South Carolina Ave., 200 feet from Beach
The Princess Hotel is newly furnished throughout with rare taste, and possesses all modern requisites for convenience and comfort of the guests. Golf privileges and privilege of the Atlantic City Yacht Club extended to the guests.
American and European Plan
A BOOKLET will be gladly furnished upon application
Rates: Running from $12.50 to $30 per week, according to location of the rooms.
For further information address
CROWELL & COLLIER
THE PRINCESS HOTEL
Atlantic City, N. J.

PUBLICITY.

Prudence, Push and Perservance are considered essential to success in every commercial enterprise. And a fourth essential, worthy of thoughtful consideration is Publicity. The exploitation of one's business by the way of advertising is almost a necessity nowadays, and it is worth noticing that the successful men of today are almost inevitably the ones who use printers' ink judiciously and persistently. A tobacco salesman of long experience, recently said to The Tobacco World: "In the course of many year's salesmanship I have found that the successful business men were advertisers. They were not grumbling about poor business nor bewailing their hard luck. And so, when I found one of the grumblers, I suggested advertising as a good remedy for his business troubles." There is much wisdom in the salesman's opinion. If you are not an advertiser, why not study the subject of Publicity?

THE LOCAL TOBACCO NEWS

A considerable portion of last week was spent by Philadelphia dealers in entertaining out-of-town visitors, during which time no business in particular was attempted. There were the usual mail orders, which were promptly attended to, and now the trade has again settled down to its routine work. The concensus of opinion is that it looks brighter generally, and with a gradual gain in business by cigar manufacturers, the leaf trade too will ultimately be revived.

The festivities of the leaf men last week were not the only social function in the tobacco trade, for Joe Way had another opening on Tuesday last, and which was the most brilliant of the several he has now had. It was the occasion of opening to the public the new store at 1105 Market street and commemorating his return to the identical spot where the foundation of his success was laid about ten years ago. In his announcement of the opening Mr. Way said:

On Tuesday, May 12th, I will open the finest cigar store in Philadelphia, at 1105 Market street (Denckla Building).

The policy of giving "a little more than the other fellow" that has made my business so successful will be continued.

I would be glad to see all my old friends and new customers.

Joseph Way.

Souvenirs on opening day.
Concert by Stevenson's Orchestra, on the Mezzanine,
From 2 to 4 p. m. and 8 to 10 p. m.

And he did it in fine shape. The store was fairly thronged through a greater part of the day and especially so in the evening, and hundreds of souvenirs were given out.

The new store will be under the personal supervision of George G. Meade, who has been transferred from the branch at 911 Market street.

The tobacco trade is no differnt from other trades in having many members who have certain favorites in recreation, sport and pleasure. For instance, George E. Spots, President of the Theobald & Oppenheimer Co., is very fond of his automobile; Karl Strauss, head of the leaf tobacco firm of K. Strauss & Co., loves a fine driving horse, and so

THE TOBACCO WORLD

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TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia

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ADVERTISING RATES ON APPLICATION.

By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy.
Foreign Subscription, for all Countries of the Postal Union and Canada, $2.00 the Year.

Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, MAY 20, 1908.

on. There is one, however, whose inclinations are more pronounced than those of any one else we know, and that is Nick Griffin, of the Boch-Griffin Co., proprietors of the cigar stands "In the Corridor" of the Real Estate Trust Co. Building at Broad and Chestnut streets. His special hobby is the breeding of fine poultry, in which he has already proven himself a past master, notwithstanding that it is his first year. Of course the old fashioned way of setting hens was entirely too slow a process, and consequently one of those new fangled incubators was brought into use. Griffin is quite capable of carrying out certain original ideas of his own, and he proceeded to do so, with the grand result that from a setting of 179 eggs there was hatched a brood of 213 fine little chicks. That's going some, isn't it?

B. Labe & Sons have been making considerable purchases of Sumatra tobacco at recent inscriptions, as per advices received from Jacob Labe, who is in Europe. At the inscription on the 8th inst. they secured 210 bales, and on the 15th inst. 100 bales, all of which will be shipped to this country at once.

"Jack" Fowler, of the United States Tobacco Co., recently returned to Philadelphia after a trip as far West as the Pacific Coast, where he met with an encouraging volume of business. L. Barthman, one of Mr. Fowler's assistants, is now covering Pennsylvania.

Albert Gumpert, of Gumpert Bros., recently came in from New York State, and reports a satisfactory business on the firm's product in that section.

Al. Metzger, of Berriman Bros., N. Y., was in town last week, calling on a large list of acquaintances.

It is announced this week that the M. J. Dalton Co. has secured a lease on the N. W. corner of Fifth and Chestnut streets, directly opposite their old corner, and that possession will be taken as soon as certain alterations and improvements can be made, when they will remove from their present store at 533 Chestnut street.

In an interview with Harry Ashbrunner, of Duncan & Moorehead, he said that the sale of Marcello Key West cigars and other products handled by that firm was now showing a steady gain, with indication of still greater improvement.

E. G. Steane & Co., the Philadelphia agents for the Waldorf-Astoria Segar Company, have sent out the following circular this week:

"We beg to advise you that the old established and well known house of E. G. Steane & Co. have become the agents and distributors of the Waldorf-Astoria Segar Company, Ltd., in the State of Pennsylvania, and we take pleasure in notifying you that we are now in a position to supply you with a full line of imported, clear Havana and domestic segars.

"We wish to assure you that the goods are first class in every respect, being of the finest quality of tobacco and highest efficiency of workmanship; also, your orders for any of our goods will be treated with the same consideration and promptness which they have heretofore received.

"The above combination is a positive guarantee of first-class goods and service.

"Our representative will call on you with a full line of samples of the products of the Waldorf-Astoria Segar Company, Ltd., and will be pleased to take your orders for the same."

Also the following circular:

"To the Dealer:

"From May 1 to May 31, inclusive, we propose to give 10 per cent. in free goods on our two leading five cent clear Havana cigars: 'La Magnita,' Baronets, 1-20, made in New York, at $33 per M.; 'La Muriel' Baronets, 1-20, made in Key West, at $33 per M.

"No order for less than 500 will admit of this proposition.

"All orders will be shipped in the order received and will be forwarded as soon as possible, but all orders received during the month of May will carry the free deal.

"Do not miss this exceptional opportunity. "Very respectfully,

"E. G. Steane & Co."

Architect E. Allen Wilson has been commissioned to prepare plans for a $40,000 cigar manufacturing plant, for Bayuk Bros., on the site of the dwellings at the northeast corner of Third and Spruce streets, which were recently purchased for $30,000. The plans will provide for a four-story and basement structure, 60 by 100 feet.

N. J. Rice, representing H. L. Savory & Co., an English firm of cigarette manufacturers, has been here recently from his New York headquarters, introducing the Savory cigarettes.

The local leaf district was last week visited by quite a number of out of town members of the trade who remained over a few days after the convention.

Joseph Loeb, with the Loeb-Nunez Havana Co., returned to Philadelphia last week in company with General Nunez of that company, after a stay in Cuba of eight months.

George Becker, with Calixto Lopez & Co., New York and Havana, was here last week looking after the interests of the firm's Eden clear Havana cigars.

THE LEGISLATIVE COMMITTEE.

Report Presented by this Body at the N. C. L. T. Assoc'n Convention Last Week.

One of the interesting documents that came before the convention of the National Cigar Leaf Tobacco Association held in Philadelphia last week, was the Report of the Legislative Committee, presented by A. Bijur, who was chairman of the committee. It was as follows:

To the President of the
National Leaf Tobacco Assoc'n:

The Legislative Committee has not convened during the past year. No one of the measures which were assigned to the Legislative Committee for action has come up in Washington, and the only work that the committee has been asked to do has been accomplished through such advice and assistance as its chairman has been asked to render the President. With regard to the internal revenue measures and the Free Leaf Bill, which have been the only measures regarding which your President has asked any assistance, the aid given was merely perfunctory, as the President himself has already accomplished everything possible to be done, going into these matters in so thorough a manner that nothing was left to be added to his efforts.

The fact, however, that the membership of the Legislative Committee is divided among a number of cities makes it impossible for this body to be actually a useful one in practice. While the fact that the members of the committee are scattered is valuable because the different members in the different States can explain policies and bring to the aid of the President the endorsement of different localities, it would seem desirable that the President should have at his hand a body of officers and helpers to assist him when called upon at a moment's notice. It would seem advisable that the Legislative Committee be increased to seven members, and that the chairman and two additional members of this committee should reside in the same city as the President. In this way a sub-committee could be formed, which could give aid at once if it were deemed desirable to ask it to assist in any measure. Of course questions of larger moment would have to be left to the full committee, but in practice, owing to the situation of the members, any work done at present by the Legislative Committee is practically confined to its chairman.

The coming year gives every indication of demanding active work in Washington on the part of the officers and committees of the National Cigar Leaf Tobacco Association. The Philippine tariff will come up again, and the larger question of a general revision of the tariff will undoubtedly be considered. It is important that the organization should advise its committees of the course they are to pursue in both of these matters, but it is equally important that they should be set tasks which are possible to accomplish. The instructions given should be as broad as possible. There are many diversified interests to be considered in the trade, and it is apparent that any measures which the Association cannot agree upon with unanimity cannot be presented to Congress with that overwhelming force which will insure action of some kind. It is extremely probable that in case of any revision of the tariff a uniform rate of duty may be at last secured, and as this is a measure which the whole trade has

To Protect the Consumers against the Host of Imitators of this Old Time Famous Popular Brand of Cigars

Every Box of the GENUINE PORTUOONDO CIGARS Carries this Trade Mark

Juan F. Portuondo CIGARS

Registered in U. S. Patent Office

Established 1869

MANUFACTURED ONLY BY
The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia

urged and for which it has fought for a number of years, it is to be hoped that when the opportunity arrives sufficient gratification will be felt in securing the adoption of the principle which we have unanimously advocated for years without restrictions or limitations. These will only result, if such attempts are made, in differences among the members of the Association and the defeat of the general principle we have endorsed so often and unanimously.

Respectfully submitted,
A. Bijur, Chairman.

Tobacco in Hawaii.

Honolulu, T. H., May 15.

Jared G. Smith, director in charge of the U. S. Agricultural Experiment Station in the Territory, who established the station over eight years ago, has resigned for the purpose of devoting his time to tobacco culture. He will leave the bureau the first of next July.

Although no tobacco has yet been grown commercially in the Territory, Mr. Smith has unbounded confidence in its possibilities, as a result of the Experiment Station's experiments covering a period of several years. He has organized a company which will develop tobacco on several hundred acres of land on the Island of Hawaii, and an investment of $25,000 is expected to be made within the next year.

Since the launching of Mr. Smith's venture, Charles R. Blacow, and a number of associates, have leased 200 acres of land from the Bishop Estate, in North Kona, Island of Hawaii, for tobacco culture.

Mr. Smith declares that tobacco of as high a grade in every way as that grown in Cuba and Sumatra can be grown in Hawaii. From the experimental crops grown he secured leaf on which a value of as high as $4 per pound was placed by experts.

TRADE MARKS REGISTERED.

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade Marks to be registered and published should be addressed to the Tobacco World Publishing Co., 224 Arch street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is $1 for each Trade Mark.

For Searching a title which does not result in registration, 25 cents.

For Transferring and Publishing Transfer of Registration, 50 cents.

For issuing Duplicate Certificate, 50c.

Applicants should be careful to fully specify the use of desired Trade Mark.

EL HOSETA. 15,632

Re registration. For cigarettes, cheroots, stogies and tobacco. Registered May 13, 1908, by Dallas Cigar Co., Dallastown, Pa.

ODYSSEUS. 15,633

For cigars, cigarettes and tobacco. Registered May 14, 1908, by Schmidt & Co., New York.

THE ANTHONY HOTEL, Fort Wayne, Ind. 15,634

For cigars, cigarettes and tobacco. Registered May 14, 1908, by Schmidt & Co., New York.

BOST-N-OR. 15,635

For cigars. Registered May 16, 1908, by M. Cohen & Co., Jamaica Plains, Mass.

NIGHT RIDER. 15,636

For chewing and smoking tobacco. Registered May 18, 1908, by Brown Tobacco Co., Sharpsburg, Ky.

OX BOW. 15,637

For chewing and smoking tobacco. Registered May 18, 1908, by Brown Tobacco Co., Sharpsburg, Ky.

HEMLER J. 15,638

For cigars. Registered May 19, 1908, by J. J. Hemler, Hanover, Pa.

PURITY SPECIAL. 15,639

For cigars. Registered May 19, 1908, by Stone & Leaf, Jamaica Plains, Mass.

COLUMBIA CLUB. 15,640

For cigars. Registered May 19, 1908, by Gumpert Bros., Philadelphia.

Rejections.

Best Ever, Ulysses, Merry Widow, Aurora, El Miranda, Vim, Ostra, Maple Dale, Don Juan, Princess Arbutus.

SPECIAL NOTICES.
(12½ cents per line, 8 point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
Tel. 722 Orchard

STERNFELD & LEUSCH
No. 36 LaSalle Street. CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

L. BERNFELD
Cigar Broker
West Haven, Conn.
2 5tf

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

FOR RENT, REASONABLE—Cigar Factory at Gilbertsville, Pa., 1½ miles from Boyertown, on Philadelphia Pike, 32x80 feet, three stories high and basement. Phila. trolley line passes factory. Hands easy to get. Address J. L. Leinbach, Gilbertsville, Montg. Co., Pa. 5-13a

WANTED—The addresses of Union Factories which make Florida wrapped goods at $20 per M. Only financially responsible firms, and those capable of turning out 10 M. a week, need apply. Address O. M. N., care of Tobacco World, Phila. 5-13tf

FOR SALE—Some J. R. Williams and fifty-two Miller. DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

Thoroughly experienced Foreman desires position. Experienced in hand and suction work. Out of town factory preferred. Address Box 9, care of Tobacco World, Phila. 5-13h

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

Monroe D. Sellers, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

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129th TO 130th ST AND PARK AVE. N.Y.
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ALSO
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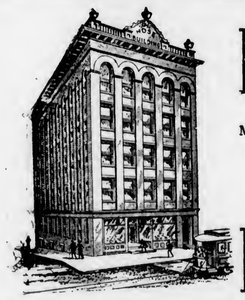
CIGAR BANDS



Michael Hose A. F. Brillhart

Dallas Cigar Co

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

CIGAR MOLDS

Highest Grade Mold at Lowest Price.
Write for Catalogue of 1,500 Shapes.

The American Cigar Mold Co.

1931--1935 Western Ave., and
1201--1209 Dayton Street,
Cincinnati, Ohio.

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"Conditions are now more normal. We can afford to buy the leaf, pack it, sweat it by the natural processes and hold it until the demand comes. Just at present there is depression in the cigar and tobacco trade. Warehouses are filled with the 1907 crops of the tobacco growing States. There will be a revival in the trade within another year—it is bound to come—and then the packings which are being handled now may be marketed at a fair profit.

"Those growers who had the storage facilities held their tobacco crops and are packing the leaf in cases. They will hold the packings until the expected trade revival comes when they will no doubt be able to dispose of the leaf at better prices than they would have received by selling to the buyers now."

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E. ROSENWALD & BRO.

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
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OUR OTHER BRANDS

NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

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Largest stock of
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PHILADELPHIA.

H. F. KOHLER
Nashville, Pa.
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Seed and Havana and Fine Nickel Cigars
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Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

INTENTIONAL SECOND EXPOSURE

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an
Exclusive line of

NICKEL GOODS

Which can be recommended for
Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

Established 1895 Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

bought little if any of the 1907 crop, but there are others who have bought even more than in the previous year.

In addition to packing some tobacco at Lancaster this year, Milton H. Ranck is this year also packing at Strasburg, with a Mr. Rohrer, under the name of Ranck & Rohrer.

The several Lancaster delegates who attended the convention of tobacco men in Philadelphia last week returned highly pleased with their trip.

A report comes from Lock Haven, that representatives of the American Tobacco Company are still in that section buying all the crops of last season which they can get at their own figures, which are said to be very low. Thus far about 800 cases have been purchased and shipped from that section to various points, but the report also states that the finest crops still remain unsold, as the growers would not sell at the prices offered.

Columbia is now prospecting for a new cigar factory, and it is said that the United Cigar Manufacturers have been interested. It is stated that 600 women and girls are wanted to start the plant, and that applications are now being taken.

The S. R. Moss Cigar Co. is now comfortably housed in its new factory at Prince and Lemon streets, which is one of the largest and finest factories in the State. In a few days the interior was almost completely transformed and everything was quickly gotten into readiness for business, with the result that there was practically no interruption.

Mason C. Miller, of Hartford, visited the local trade here last week after attending the convention in Philadelphia.

Among other visitors of the week were T. R. Wheeler, with S. Rossin & Son, New York; Geo. F. Schnath, with A. Cohn & Co., New York; Carl W. Wobbe, of Rose & Wobbe, New York, and Barney Livingston, a leaf tobacco commission merchant.

IN THE CAPITAL of OLD BERKS.

Reading Cigar Manufacturers Report Improvement in Trade.

Reading, Pa., May 18.

The cigar manufacturing trade in this section of the country finds a decided improvement over recent conditions, and the outlook is now much better than it has been any time since the beginning of the year.

A great many of the factories have been increasing their forces, and there are now comparatively few idle cigarmakers around.

Union factories in particular are seemingly getting a good share of business, and it is reported by the union here that they are not carrying a single man on the out-of-work list at present.

John U. Fehr & Son have lately received a considerable quantity of 1907 tobacco, which is being packed as rapidly as possible. Mr. Fehr, in company with J. W. Ramsey, a leaf tobacco man of this city, attended the convention in Philadelphia last week.

NEWS FROM FLORIDA.

JACKSONVILLE.

The Florida Sumatra Leaf Tobacco Company is leading in this industry this year. It is incorporated with a paid-in stock of $50,000, and is owned by local parties.

This company has a twenty-five acre shade, fine large barns, and has bought property to be converted into a packing house.

The plants have all been transplanted and are growing nicely. Some of them were planted April 1st. In six more weeks the tobacco will have attained its growth, and will be seven feet high. It is worth a trip some distance to see this plantation, and the tobacco.

Madison expects great things from the industry. One citizen alone is planning to put in fifty acres next season.

Each of the following has a five-acre field under shade: J. E. Hardee, C. B. Ashley, B. B. McCall, A. E. Fraleigh, C. H. Smith and H. M. Taylor.

MADISON.

The past two years have added two institutions to the town of Madison, both of which are destined to greatly benefit and boom the town.

One is the cultivation of the Sumatra shaded tobacco. Last year ten acres were planted as a trial.

The success was so wonderful that this year sixty acres are under shade and about $75,000 have already been invested.

Leaf Tobacco Markets

CONNECTICUT VALLEY.

If Pennsylvania sold her tobacco crop ahead of all the other cigar leaf growing States I think she will have to take a back seat when she comes to compare notes with Massachusetts in regard to getting the 1908 crop started. May 8 the Belden Bros. commenced setting their crop by starting with one acre. Who can beat that, either here or anywhere else in this country North of the Mason and Dixon line? Someone suggested the danger of frost. "Well,"

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B

Office and Warehouse:

FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a
pleasure to look over our Samples

Samples cheerfully submitted upon request

P. O. Box 96

CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specially

32 and 34 East Chestnut Street, Lancaster, Pa.

W. B. HOSTETTER & CO.

Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue,
York, Penna.

We Make SCRAP FILLER for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

Nos. 49 and 51 West James Street
Lancaster, Pa.

H. H. MILLER

Light Connecticut Wrappers and Seconds

Fine Georgia and Florida Sumatra

IMPORTED SUMATRA AND HAVANA

AND MUCH

Fine Binder and Filler Stock

327 and 329 North Queen Street
LANCASTER, PA.

MILTON H. RANCK

Packer of
Penna. Broad Leaf

Dealer in
All Grades of

Domestic Cigar Leaf Tobaccos

201 & 203 N. Duke Street
LANCASTER, PA.

J. K. LEAMAN

Packer of and Dealer in

LEAF TOBACCO

142 North Market St.

United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN

Packer and Dealer in

Leaf Tobacco

Packing House, Millersville, Pa.

Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA. — MAIN OFFICE: Lancaster, Pa.

The York Tobacco Co.

Packers and Jobbers in
All Grades of

LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco — York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. — Lancaster, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
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Capacity 25,000 per day — Telegraph—YORK, PA.
La Imperial Cigar Factory
J. F. SECHRIST, Proprietor
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Holtz, Pa.

LEONA BLAND
Pretty Bessie
York Nick . . .
Best Known .
5c.
TWO CRACKER JACKS---2 for 5 Cents.
OAK MOUNTAIN BOUQUET BOSTON BEAUTIES PURO
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JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

says Mr. Belden, "if the plants freeze we shall have to reset them, and if they do not get frozen we shall have some early tobacco." If those plants happen to go through all right, you may expect to hear that before the middle of August this same tobacco will be in the sheds.

Our correspondent writes:

Northampton, Mass.: "A tobacco grower in one of these valley towns says the farmers will never combine to protect themselves from the middlemen for three or four reasons. First, it doesn't run in the blood of the average farmer to make any combination for self protection that they will hold together on. Second, the independent grower who understands his business well and has made provision for "a rainy day" and winters without income, does not care to cast in his lot with Tom, Dick and Harry who raised an inferior article and are careless in curing their stock. Third, there are quite a number of large growers in every section of the valley that manage sorting shops and act as sub agents for heavy buyers that would not join any combination of buyers. Fourth, the quality of the cured stock is so variable in value that dissatisfaction with the price received is bound to often be the luck of the grower and sometimes with good reason. But this authority claims there are inherent conditions connected with the business that make it much harder and less hopeful for a safe combination than there is connected with the milk business."—American Cultivator.

BALDWINSVILLE, N. Y.

The interest of the growers is now centered in the plans for the new crop. The indications at present are that there will be a slightly decreased acreage this year. The plant beds are progressing well, all of the beds showing a fine stand of plants.—Gazette.

EDGERTON, WIS.

The buying movement is steadily coming to a close. Buyers are yet out gathering in the scattered remnants and probably will continue in the field until the crop is lifted, but only a small fraction remains unsold and the volume of transactions of the week have materially declined over the previous ones. Prices show but little change; except for some of the better lots of assorted goods, the figures are still low.

Deliveries continue to come in quite freely at receiving points, but the warehouse handling is proceeding slowly because of the scarcity of help. A few concerns have finished the season's packing, which will relieve the situation somewhat, but warehouse handling will be prolonged well into the summer months.

Aside from a stronger inquiry packers report but little improvement in the cured leaf market. Sales are still confined to small lots to meet urgent needs of manufacturers.

The plant beds are reported to be coming forward quite satisfactory despite the cool wet weather.

Shipments 1,284 cases.—Reporter.

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LEAF TOBACCO CO.

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LARGEST MAIL ORDER
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Sworn Tobacco Brokers
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(of WINDSOR, CONN.)
Our Plantations are in the most famous growing section
Fine Handling Superb Quality
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Delman 5c.
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Samples to Responsible Houses

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Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: The Bear, The Cub, Essie, and Matthew Carey

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One of Our Leading Brands:
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Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

AMERICAN vs. RICHARDSON TOBACCO CO.

Hearing Before Vice-Chancellor Howell, at Newark.

Newark, N. J., May 15.

The hearing before Vice Chancellor Howell, in the case of the American Tobacco Co. against R. Richardson, Jr., & Co., of Reidsville, N. C., was begun on Monday last, Mr. J. B. Duke, of the American Tobacco Co., being one of the interested spectators. Although the hearings were to be continued through Wednesday, Thursday and Friday it was decided that they should then go over until December 2, when they are to be concluded.

The action was brought to compel the defendant company to transfer on its books 600 shares of its 1,000 shares of capital stock to the American Tobacco Co. as per an alleged agreemennt made at a time when an issue of stock was increased to that amount. The bill sets forth an alleged agreement to the effect that the competition between the two firms would be a "friendly" one in this event. It is also alleged that the Richardsons accepted the agreement and actually transferred 600 of the 1,000 shares of stock of their company to the complainant.

The stock, however, thus given to the Duke interests, it is alleged, was never transferred on the books of the defendant corporation. The Richardsons declined to do this upon the demand of the American Tobacco Company, alleging that the agreement had been broken inasmuch as the competition was not "friendly" but real.

The alleged agreement was entered into Aug. 12, 1903. A suit is now pending in North Carolina to have it set aside as fraudulent, and a collateral issue in the present case involves an application to enjoin this action.

The original contract provided for the increasing of the capitalization of the Richardson company from $50,000 to $300,000, under terms agreeable, it is asserted, to the Trust.

In the answer of the defendant, which was substantiated by Robert P. Richardson, Jr., on the witness stand, it was set forth that the execution of the contract by which the American Tobacco Company sought to absorb the North Carolina concern was obtained by fraud, and under duress and threats of business extermination.

Mr. Richardson testified that the American Tobacco Company has "by aggressive methods and ruinous cutting of prices, contrived with remarkable success to overcome and break down competitors."

When certain letters from Percival S. Hill, Vice President of the American Tobacco Company, giving directions as to the conduct of the Richardson company's business, and finding fault with the net results, were put in evidence by Mr. Hardin, the court asked where the American Company got its information.

Mr. Hardin reminded the vice-chancellor that the American Company had placed a book keeper in the Richardson Company's office. "But," the vice-chancellor made rejoinder, "one letter speaks of not having received reports, and of having gotten 'information from other sources.'"

"You will have to ask Mr. Hill how he got his information," Mr. Richardson put in, with a deprecatory gesture.

In one letter Mr. Richardson was directed to quit the California territory, and when he was asked what business reasons the Richardson Company had for continuing there, C. D. Watson, one of the trio of counsel from North Carolina for that company, explained:

"There was a sharp controversy between Mr. Richardson and Mr. Hill over the direction by the latter for the Richardson Company to 'work your own territory.' We shall show why it was necessary to go out and get other territory. The warfare to which we had before been subjected was again being forced upon us. It was again arising in Mississippi especially. By going abroad and covering more territory we would make that warfare more expensive for the American Tobacco Company."

Mr. Richardson agreed with Mr. Watson, saying:

"A narrowly circumscribed territory would afford the American Tobacco Company the opportunity, of which it had before availed itself, to concentrate and localize its competitive warfare on our trade."

Mr. Richardson gave as another reason for widening his company's territory that for the past ten years there has been a tendency in many States to enact legislation inimical to cigarette smoking, and inasmuch as the "Old North State" brand was largely used in the form of cigarettes, it became necessary to extend the area of trade in order to minimize the hazards of such legislation.

In a letter signed "J. Fletcher, Jr.," who is connected with the American Company, Mr. Richardson was apprised of a prospective visit of a Mr. Hall, a representative of the American Company. The letter stated that "Mr. Hall will call if there is no risk in having him in your city again," and the writer suggested that if Mr. Richardson was of the opinion that Mr. Hall's visit to Reidsville involved any risk the meeting might take place in Danville instead.

As throwing a side light on the methods of the American Company, Mr. Hardin read a letter from Junius Parker of counsel for that company, in which Mr. Parker directed Mr. Richardson to address future communications to him to "D. C. Williams, Box 70, Madison Square Branch, N. Y. City." The reading of this letter occasioned considerable amusement at Mr. Parker's expense, James B. Duke, himself, who sat immediately behind Mr. Parker, joining in the smile that went around.

Mr. Richardson testified that in compliance with orders from Mr. Hill he had put a man in the field in North Carolina and South Carolina. Mr. Hardin asked, "With what result?"

"He didn't make his salt," Mr. Richardson answered.

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Cigar Manufacturers' SUPPLIES
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Daily Capacity: Five Thousand Boxes

It Will Remove Rankness from Tobacco
Take Away Mustiness and Give Cigars Havana Flavor.
CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
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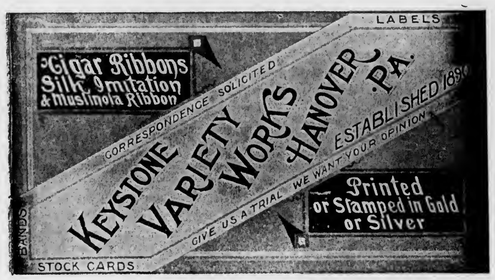

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R. F. D. No. 3
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CIGAR LABELS
American Lithographic Co.
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CHICAGO. CINCINNATI.

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Afford PERFECT PROTECTION AGAINST
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE
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Sole Owners and Manufacturers.

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716—728 N. Christian St. LANCASTER, PA.

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FOR LEAF TOBACCO PACKERS

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Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
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Neutralizing Solution for Producing a Natural
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Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
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American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
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IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Clear Havana . 10c.
"S. B." Seed and Havana . . . . . 5c.
"KATHLEEN O'NEIL" . . . . 5c.
"VUELTA SPRIGS" The Mellow Cigar . 5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .

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JOHN HAY
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White Knight
5-cent Cigar
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THE TOBACCO WORLD

Vol. XXVIII., No. 22 PHILADELPHIA, MAY 27, 1908 One Dollar the Year

STORY of MISSISSIPPI DRUGGIST

As to American Tobacco Co's Alleged Methods of Competition.

Newark, N. J., May 20.

When the hearing of the suit brought by the American Tobacco Company against R. P. Richardson, Jr., & Co., manufacturers of smoking tobacco at Reidsville, N. C., was resumed before Vice-Chancellor Howell, Perry B. King, a druggist at Jackson, Miss., was called to tell about alleged tactics of the American company to capture the Mississippi market. Mr. Perry related that "Old North State," a brand manufactured by the Richardson company, had practically had the Mississippi market to itself up to 1899, when the American company began through agents to introduce "Bull Durham."

In 1901, Mr. Perry declared, the American company made him an offer to deliver three cases of twenty-five pounds each for each order for one case, two to be sold by him and the third for gratis distribution, the price named being sixty cents a pound, which was less than the price he paid for "Old North State."

"They told me," Mr. Perry went on to testify, "that they were going to have the Mississippi business and I might as well buy now, when I could get 'Bull Durham' at half price, as to buy later when I would have to pay full price."

The American company's agents made the offer still more attractive, according to the witness, by giving away books of cigarette papers, the retail price of which was five cents.

Robert H. McCarter, who is one of a quintet of counsel for the American company, objected to the line of questioning, and in the course of his remarks he spoke of a "declaration of war" made by the Richardson company on the American company, and urged that "what we did after that can't be made to characterize what we did before, when we were partners."

Charles L. Corbin, also of counsel for the American company, urged that it had never been represented by the American company that there would be no competition with the Richardson company. Richard V. Lindabury, who is taking the leading part in the prosecution of the case, objected to the testimony which John R. Hardin was drawing out, that it was embarking upon an inquiry that would be limitless. Competition, he went on to say, seemed to be one of the requirements of the age. It was unfair competition when one man lied about another's business. To give away goods to "whet the appetite or stimulate the taste" could not be called unfair competition.

The Vice-Chancellor said that he would admit the testimony, "but it would have to be connected up."

"We'll connect it up all right," both Mr. Hardin and Cyrus B. Watson, the latter of the North Carolina bar, put in in unison, Mr. Hardin adding, "we'll show in due time that these agents were the representatives of the American Tobacco Company."

Mr. Perry, being permitted to proceed, took up his recital of the American company's alleged enticements.

"Here we are again," he said, was the greeting of a subsequent agent. "Here we are with a new proposition and a new brand."

It proved to be a brand of granulated smoking tobacco labeled "Cherry."

"At last," Mr. Perry said the agent told him "we have produced a brand that is the exact duplicate of the 'Old North State' and we are dead sure now of getting the Mississippi business. We are going to supplant 'Old North State' at any cost."

Mr. Perry was eventually withdrawn and Robert P. Richardson, Jr., President of the defendant company, was called to again take up the thread of his story, part of which he told last Thursday and Friday.

—The Tobin Tobacco Co. has been incorporated at Chicago, Ill., with a capital of $10,000, by Walter Tobin, Chas. M. Aldridge and H. W. Stroud.

Tables Showing Comparative Extent and Value of Cuba's Tobacco Industry for Four Years.

Compiled by Manuel Suarez y Ca.
Amistad 95, Havana.

TOBACCO CROP (in bales) OF THE ISLAND OF CUBA:

Years	1904	1905	1906	1907
Vuelta Abajo	250,404	269,661	139,346	234,012
Semi Vuelta	22,995	25,704	11,886	21,885
Partidos	60,420	52,727	37,711	75,344
Matanzas	241	363	614	904
Remedios	88,262	119,998	87,851	93,950
Puerto Principe	748	67	1,028	1,009
Santiago de Cuba	5,038	5,097	7,852	13,641
Total	428,108	473,617	286,288	440,775

EXPORT OF LEAF TOBACCO (in bales) from CUBA:

To the United States	196,861	245,915	257,800	180,274
To All Other Countries	53,777	71,172	19,626	20,398
Total Export	250,638	317,087	277,426	200,672

CIGARS AND CIGARETTES MANUFACTURED AND HOW DISPOSED OF:

Cigars—				
Exported to United States	60,745,446	64,680,975	79,483,125	61,869,131
" to Other Countries	156,809,636	162,347,546	177,254,904	124,559,476
Total Exports	217,645,082	227,028,521	256,738,029	186,428,607
Consumed on the Island	184,216 000	214,515,975	196,127,500	177,972,390
Grand Total	401,861,082	441,544,496	452,865,529	364,400,997
Cigarettes—	(Packages of 16)			
Exported	18,456,877	11,829,076	15,643,275	16,505,104
Consumed on the Island	208,434,500	200,908,743	217,960,616	210,794,390
Total Packages	226,891,377	212,737,819	233,603,891	227,299,494

Or—3,630,262,032 cigarettes in 1904; 3,403,805,104 in 1905; 3,737,662,256 in 1906; 3,636,791,894 in 1907.

APPROXIMATE VALUE OF TOBACCO INDUSTRY OF CUBA:

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" Cigars, "	14,756,853.86	16,688,571.88	13,112,226.00
" Cigarettes "	295,726.90	391,081.87	449,928.00
" Cut Leaf (picadura) Value,	143,204.40	203,112.00	122,821.60
Total Value of Exports	$29,415,961.16	$36,702,585.75	$28,645,908.60
Consumed on the Island:			
Value of Cigars	$8,580,639.00	$7.845,100.00	$8,898,619.50
" Cigarettes	4,018,174.86	4,359,212.32	4,637,486.04
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Total Value of Island Consumption	$12,859,152.26	$12,334,154.72	$13,697,640.04
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E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

CHARLES M. GUDKNECHT, PRESIDENT

LA HILDA CIGAR FACTORY
(INCORPORATED)
MANUFACTURERS AND IMPORTERS
231 CHESTNUT STREET
CORRESPONDENCE SOLICITED PHILADELPHIA

(LORD LANCASTER, 10c.)

Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

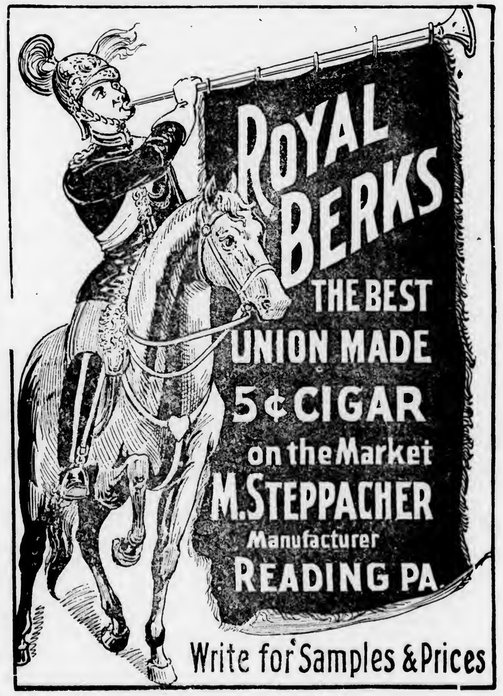
Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

W. W. STEWART & SONS
Reading, Pa.
Makers of the

JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
ELI PERKINS
5c.

High Grade Seed and Havana Cigars
Correspondence with Responsible Houses Solicited



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EMIL BERGER TOBACCO CO.
Tel. 722 Orchard 6-8-10 Gouverneur Slip, NEW YORK

For Sale { CIGAR SCRAPS—Clean and Sound
Write Us for Prices
EMIL BERGER TOBACCO CO., 6-8-10 Gouverneur Slip, NEW YORK

THE TOBACCO WORLD

Vol. XXVIII., No. 22 PHILADELPHIA, MAY 27, 1908 One Dollar the Year

STORY of MISSISSIPPI DRUGGIST

As to American Tobacco Co's Alleged Methods of Competition.

Newark, N. J., May 20.

When the hearing of the suit brought by the American Tobacco Company against R. P. Richardson, Jr., & Co., manufacturers of smoking tobacco at Reidsville, N. C., was resumed before Vice-Chancellor Howell, Perry B. King, a druggist at Jackson, Miss., was called to tell about alleged tactics of the American company to capture the Mississippi market. Mr. Perry related that "Old North State," a brand manufactured by the Richardson company, had practically had the Mississippi market to itself up to 1899, when the American company began through agents to introduce "Bull Durham."

In 1901, Mr. Perry declared, the American company made him an offer to deliver three cases of twenty-five pounds each for each order for one case, two to be sold by him and the third for gratis distribution, the price named being sixty cents a pound, which was less than the price he paid for "Old North State."

"They told me," Mr. Perry went on to testify, "that they were going to have the Mississippi business and I might as well buy now, when I could get 'Bull Durham' at half price, as to buy later when I would have to pay full price."

The American company's agents made the offer still more attractive, according to the witness, by giving away books of cigarette papers, the retail price of which was five cents.

Robert H. McCarter, who is one of a quintet of counsel for the American company, objected to the line of questioning, and in the course of his remarks he spoke of a "declaration of war" made by the Richardson company on the American company, and urged that "what we did after that can't be made to characterize what we did before, when we were partners."

Charles L. Corbin, also of counsel for the American company, urged that it had never been represented by the American company that there would be no competition with the Richardson company. Richard V. Lindabury, who is taking the leading part in the prosecution of the case, objected to the testimony which John R. Hardin was drawing out, that it was embarking upon an inquiry that would be limitless. Competition, he went on to say, seemed to be one of the requirements of the age. It was unfair competition when one man lied about another's business. To give away goods to "whet the appetite or stimulate the taste" could not be called unfair competition.

The Vice-Chancellor said that he would admit the testimony, "but it would have to be connected up."

"We'll connect it up all right," both Mr. Hardin and Cyrus B. Watson, the latter of the North Carolina bar, put in in unison, Mr. Hardin adding, "we'll show in due time that these agents were the representatives of the American Tobacco Company."

Mr. Perry, being permitted to proceed, took up his recital of the American company's alleged enticements.

"Here we are again," he said, was the greeting of a subsequent agent. "Here we are with a new proposition and a new brand."

It proved to be a brand of granulated smoking tobacco labeled "Cherry."

"At last," Mr. Perry said the agent told him "we have produced a brand that is the exact duplicate of the 'Old North State' and we are dead sure now of getting the Mississippi business. We are going to supplant 'Old North State' at any cost."

Mr. Perry was eventually withdrawn and Robert P. Richardson, Jr., President of the defendant company, was called to again take up the thread of his story, part of which he told last Thursday and Friday.

—The Tobin Tobacco Co. has been incorporated at Chicago, Ill., with a capital of $10,000, by Walter Tobin, Chas. M. Aldridge and H. W. Stroud.

Tables Showing Comparative Extent and Value of Cuba's Tobacco Industry for Four Years.

Compiled by Manuel Suarez y Ca.
Amistad 95, Havana.

TOBACCO CROP (in bales) OF THE ISLAND OF CUBA:

Years	1904	1905	1906	1907
Vuelta Abajo	250,404	269,661	139,346	234,012
Semi Vuelta	22,995	25,704	11,886	21,885
Partidos	60,420	52,727	37,711	75,344
Matanzas	241	363	614	904
Remedios	88,262	119,998	87,831	93,950
Puerto Principe	748	67	1,028	1,009
Santiago de Cuba	5,038	5,097	7,852	13,641
Total	428,108	473,617	286,288	440,775

EXPORT OF LEAF TOBACCO (in bales) from CUBA:

To the United States	196,861	245,915	257,800	180,274
To All Other Countries	53,777	71,172	19,626	20,398
Total Export	250,638	317,087	277,426	200,672

CIGARS AND CIGARETTES MANUFACTURED AND HOW DISPOSED OF:

Cigars—				
Exported to United States	60,745,446	64,680,975	79,483,125	61,869,131
" to Other Countries	156,809,636	162,347,546	177,254,904	124,559,476
Total Exports	217,645,082	227,028,521	256,738,029	186,428,607
Consumed on the Island	184,216 000	214,515,975	196,127,500	177,972,390
Grand Total	401,861,082	441,544,496	452,865,529	364,400,997
Cigarettes—	(Packages of 16)			
Exported	18,456,877	11,829,076	15,643,275	16,505,104
Consumed on the Island	208,434,500	200,908,743	217,960,616	210,794,390
Total Packages	226,891,377	212,737,819	233,603,891	227,299,494

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INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

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FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

Packers of Leaf Tobacco — VUELTA ARRIBA — 107 Arch St. PHILADA.

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IMPORTERS OF

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Established 1825

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IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

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Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in **Leaf Tobacco**

228 North Third St., Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana** and Packers of **Leaf Tobacco**

306 North Third St., Phila.

H. VELENCHIK — S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

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The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The above Precinta, or Warranty Stamp, is only used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these Stamps were made in Cuba by such Independent Manufacturers belonging to the Union.

BE IT KNOWN: That said Guarantee Label only the manufacturers belonging to the Manufacturers' Union have the right to use and to attach on all cigar boxes and other packages of their goods.

COLORS OF THE PRECINTA: Black with pale blue ground; fac simile of the seal of the Presidency of the Republic: dark blue.

The Suit Against the American Tobacco Co.

Arguments Heard in U. S. Circuit Court. Briefs Submitted by the Attorneys for the Government and for the Company.

EXTRACTS FROM THE PRESENTATION OF EACH SIDE.

New York, May 23.

The suit of the Government against the American Tobacco Co. has been brought another step closer to its final disposition, and this week the case came up for argument by the attorneys of both sides of the litigation before the full bench of the U. S. Circuit Court for the Southern District of New York.

The case has attracted widespread attention, and in the court room could be noticed a number of gentlemen prominent in the trade. Among these highly interested spectators was F. D. Ware, of the Ware-Kramer Tobacco Co., of Norfolk, Va., who spent several days in New York last week.

The courtroom was crowded with lawyers connected with corporations on whose business a decision in this case will have a direct bearing. Many independent tobacco manufacturers were represented by counsel. The Government was represented by Special United States Attorney General J. C. McReynolds and E. P. Grosvenor. The American Tobacco Company was represented by William J. Wallace, W. W. Fuller, DeLancy Nicoll and Junius Parker; the Imperial Tobacco Company, one of the British corporations involved, by William B. Hornblower, W. W. Miller and John Pickrel of Richmond, Va.; the British-American Tobacco Company, the foreign distributing agency of the American Tobacco Company, by Joseph Hood, a London solicitor, and the United Cigar Stores Company by Solomon H. Stroock.

The arguments will consume several days, and before they began volumes of evidence taken before United States Commissioner Shields were brought into court. Before the Government lawyers opened their argument Hornblower, for the Imperial Tobacco Company, said he would argue his case separately from the cases of the American Tobacco Company and the other involved corporations. His point was that the relations of his company with the American Tobacco Company were only by contract.

Counsel asserted that the American Tobacco Company had more than forty allied corporations; The United Cigar Stores Company more than ten corporations, and that the other corporate defendants were sued through the officers.

The argument of McReynolds, for the Government, was based on the provisions of the law as to combinations in restraint of trade. He cited the Sherman act and its prior statute, the Wilson act, as the authorities under which the Government had proceeded in the case at bar. He maintained the right of Congress to preserve unrestricted the flow of commerce. The Constitution had imposed on the Federal courts the duty of keeping such avenues of commerce open. All combinations in restraint of trade since the passage of the Wilson act, he held, had been declared, in one way or another, by the courts to be illegal and contrary to public policy.

Counsel for the Government proceeded to argue that the American Tobacco Company controlled by stock ownership all of the defendant companies. He defined monopoly as a union of independent business interests whereby one or more men, acting in concert, gained sufficient power to control prices. Such a combination he held the defendants to be. Having discussed the legal phases of the case, counsel diverted to tell the history of the formation of the

(Continued on p. 16)

STEPHEN F. KETRAN

Interior Wood.. Work.. — Makes a Specialty of Fitting Up Cigar Stores

Bank, Church, Office, Store Fixtures and Special Cabinet Work

1615 to 1623 McKean St., Philadelphia

The Latest Success

Lynnhaven Cigarettes

10 for 10

Ware-Kramer Tobacco Co.

Norfolk, Va.

ARTHUR HAGEN & CO.
Philadelphia, Pa.
AGENTS

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BREMER BROS.

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WALTER T. BREMER

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

S. Weinberg

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

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Tobacco

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Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.

Long Distance Telephone, Market 3025.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

SAMUEL HARTMAN & CO.

DEALERS AND PACKERS OF

Domestic **Leaf Tobacco** of All Kinds

CONNECTICUT A SPECIALTY

Office and Salesroom:

313 and 315 West Grant Street

Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

Northern Wisconsin Leaf Tobacco Co.

PACKERS OF AND DEALERS IN

Northern Grown Wisconsin Tobacco Exclusively

LA CROSSE, WIS.

UNION MADE..... ALL QUALITY..... UNION BOXES

H. G. BURKY

MAKER

10c. HAND MADE HAVANA CIGAR 10c. 5c. A HIGH GRADE CIGAR FOR 5c.

Write for Samples and Prices

FACTORY No. 1898, FIRST DISTRICT, READING, PA.

HEADQUARTERS FOR

Wisconsin Tobacco

L. B. CARLE & SON

Packers and Dealers JANESVILLE, WIS.

EDWARD E. SIMONSON

Packer of and Dealer in

Leaf Tobacco

Tobacco Bought and Packed on Commission

Stoughton, Wis.

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LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of **HAVANA**, 123 North Third Street PHILADELPHIA

Little Doing in the Havana Leaf Tobacco Market

The Dried-Out Soil Quickly Absorbed all the Moisture Brought by the Recent Rains, and Packing Tobacco in the Country Has Not Yet Become General.

Special Correspondence of The Tobacco World.)

Havana, Cuba, May 18, 1908.

There is very little news on hand from the country regarding the new crop, but the reports that have reached this city say that rain is still needed. Although heavy showers fell a few weeks ago the dried up soil, after such a spell of drought, immediately absorbed all the dampness that remained after the rain, and consequently in many districts the tobacco cannot be taken down from the poles in the drying sheds.

In some neighborhoods (in Alquizar there are several escojidas running) the packing of tobacco has commenced but in the large majority the tobacco has not been taken out of the "pilon" where it is yet in the process of fermentation. Where packings are already working, tobacco fit to be used for blending purposes will be ready around the early part of July, and in some isolated cases perhaps in the latter part of May, but in cases where packing tobacco has not already been commenced the goods will be more greatly delayed. The crop almost entirely, therefore, will be even more "tardido" than was expected.

The farmers this year, it is generally thought, as in the case of the 1903 crop, will have to attend very largely to the packing of the 1908 crop on their own farms, as the local dealers and usual packers have still large stocks on hand of the old goods of the previous crop, and as money is distinguished at the present time for its scarcity, they are not very anxious to venture into greater enterprises than the selling of their present stocks.

This accounts for the absence of that fierce competition usually seen in the country among the buyers desirous to get the farmers' crops, to which has been owed in the last couple of years the fabulous prices tobacco, green in the country, has reached, and the evident prosperity of the farmer. The same absence of competition this year is likewise calculated to lower the figures in the country to no small extent.

Buying, Selling and Other Notes of Interest.

The volume of leaf tobacco sales this week does not correspond favorably with the many transactions of the week previous, as the quantity sold was about half. The principal purchases were made by American export houses here, such as I. Bernheim & Son; Garcia & Co., and Sylvester & Stern, who bought almost exclusively of Remedios. Two German houses here also bought some Remedios for export to Germany, but which consisted mainly of Second Capaduras.

Puente, Granda & Co. sold nearly a thousand bales of tobacco. Of this quantity the Trust bought 500 bales of Colas of Vuelta Abajo for cigarette purposes. The rest consisted of Remedios First and Second Capaduras which they sold to several parties.

A. M. Calzada & Co. were very busy this week, when I called at their office, with a shipment of over 300 bales of Remedios First and Second Capaduras to Philadelphia.

Sobrinos de Venancio Diaz sold nearly 100 bales of Vuelta Abajo to a local buyer, and about 500 bales of Colas to cigarette manufacturers.

Rodriguez Bautista & Co. do not report much business this week. Their time and attention was devoted almost exclusively to their late openings of escojidas in different sections of the country.

Sobrinos de A. Gonzalez were not very busy this week, selling altogether only about 125 bales. The previous week, instead of the small number of bales reported as sold, they disposed of nearly 600 bales.

Manuel Suarez & Co. made some purchases this week, as "El Grillo" had several customers on his hands.

Ramos y Machado sold over 300 bales

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 8

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

Factory Vegas a Specialty

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS

ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

Rz. BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista Neptuno 170--174 Special Partner—Gumersindo Garcia Cuervo

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTAÑEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" Correspondence Solicited in English

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM *Habana*

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

LUIS MARX

Tobacco Grower

No. 8 Cuba Street Post Office Box 77

HABANA

of Remedios Colas for cigarette purposes.

Sylvester & Stern sold to the Trust about 300 bales of Colas of Vuelta Abajo and Hojas of Remedios.

Sierra y Martinez sold 100 bales of First Capaduras to I. Bernheim & Son.

Planas & Co. disposed of 300 bales of Second Capaduras to two local German houses, for export to Germany.

Baldomero Grau also sold 144 bales of Second Capaduras to a German concern here, for the same purpose.

Sales

during the last week aggregated about 4,020 bales in all, consisting of 1,400 of Vuelta Abajo, 300 of Partido and 2,320 of Remedios.

For the American market about 2,300 bales were purchased; nearly 1,000 bales were taken by German buyers, and the balance of 720 bales were bought for local consumption.

Buyers Come and Go.

Arrivals: David Goldberg, of S. L. Goldberg & Sons, New York; Felipe Bustillo and Jose Diaz, of Bustillo Bros. & Diaz, and Enrique Pendas, of I. Pendas y Alvarez, Tampa. There were no departures.

Havana Cigar Manufacturers

Business in the Independent cigar factories, while conducted on a relaxed scale, is quite satisfactory for this season of the year. The Trust factories, however, are idle just at present, with the exception of the Cabanas factory at Zulueta 10. The J. S. Murias branch is making some repairs and has advised its workmen not to return until a few weeks later.

H. Upmann & Co,. shipped last week 810,000 cigars of their own famous H. Upmann brand and of other independent cigars.

The famous Por Larranaga brand is working at the height of activity in spite of the general state of business. It has received lately large orders, both by letter and cable, from its active and pushing representative, D. Jacobs, who is giving the factory here the greatest satisfaction, from the way the parties at the head of the concern here expressed themselves. The Por Larranaga factory in the last few days was informed by its buyers in the field that an acquisition had been made of two of the most famous vegas to be had in a very celebrated part of the Vuelta Abajo district. With the late purchases of their buyers, the Por Larranaga factory holds one of the choicest selections of the new crop.

The Belinda factory is well supplied with orders, under the prevailing circumstances.

Behrens & Co., of the well known Sol brand, is working at a steady rate of output. The Sol brand has been making a steady headway toward popularity in the American trade, and in New York and Philadelphia today is a favorite in all the large and well-to-do clubs.

The Romeo y Julieta factory has heard from Jose Rodriguez, called familiarly by his friends "Don Pepin," who is at present in London. He reports business always on the increase for the Romeo y Julietas in that market.

RECEIPTS FROM THE COUNTRY.

	Week ending May 16 Bales	Since Jan. 1 Bales
Vuelta Abajo	252	18,869
Semi Vuelta	38	1,826
Partido	143	1,055
Matanzas	4	335
Remedios & S. Clara	580	20,114
Puerto Principe	—	80
Santiago de Cuba	12	2,002
Total	1,029	44,281

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

Cable Address "Calda." Telephone 6071.

A. M. Calzada & Co.

Packers and Dealers in Leaf Tobacco

Office and Warehouse

Monte 156

A Code used, ABC—4th and 5th edit'ns
P. O. Box 595

Havana, Cuba

JOS. MENDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

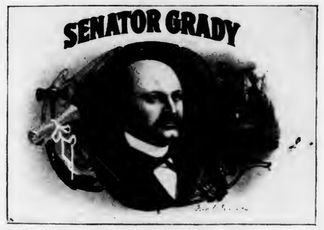
and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

L. J. SMITH & CO.

Red Lion, Pa.



WHOLESALE CIGAR MANUFACTURERS

and

Dealers in Leaf Tobacco

Correspondence With Responsible Houses Invited — Private Brands Made to Order

We have a line of Superior Nickel Goods put up attractively; some with specially designed Bands, etc.

We have increased facilities for supplying live distributors with fast selling products.

ERNEST ELLINGER & CO. Office, Nos. 87-89 Pine Street
Importers of HAVANA TOBACCO New York

E. A. KRAUSSMAN
Importer of
Havana Tobacco
168 Water Street
New York

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of Leaf Tobacco
Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
Cable Address: "HERE."
OFFICE:
183 Water St.
NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, May 26.

New York Leaf Market.

Buoyancy and cheerfulness seem to be characteristic of the leaf tobacco market. Business has not yet increased to a noticeable extent in volume but the feeling of hope is here, and confidence that there will be a steady regaining of former active times.

There is a much stronger inquiry for seed leaf of various kinds and stocks in packers' hands are gradually reducing.

Sumatra tobacco is moving steadily, and in Havana leaf business was about normal but with a limited supply of leaf of the most desired sorts, business was necessarily curtailed.

• • •

The Cigar Industry.

A fairly steady trade is now the experience of cigar manufacturers, and as jobbing houses are beginning to realize the need of replenishing stocks, the manufacturers are finding the demand increasing and prospects have brightened perceptibly.

• • •

Arguments in the Tobacco Case.

The arguments of attorneys on both sides in the case of the Government vs. the American Tobacco Co. have been the chief topic of discussion in trade circles, but the outcome seems to be taken as a foregone conclusion and is therefore not a subject of much guessing.

Much comment has, however, been heard concerning the masterful presentations by the attorneys on both sides.

Sale of the Regulus Brand.

The Regulus Cigar Co., in business about two years, has sold its principal brand, the Regulus, to D. M. Frank & Co., and will go out of business. Max Cohen, with the Regulus Co., has also associated himself with the firm of D. M. Frank & Co., and will represent them in the East and in New York State.

• • •

Prominent Visitors Here.

There were an unusual number of prominent visitors in town last week and not a few of them were attracted by the final arguments and summing up in the tobacco trials. The list included President Hugh Campbell, of the United States Tobacco Co., Richmond, Va., and F. D. Ware, President of Ware-Kramer Tobacco Co., Norfolk, Va.

• • •

Trade Notes.

President Jas. B. Duke, of the American Tobacco Co., is said to contemplate a trip to Europe at the close of the suit brought by the Government to dissolve the company.

—

The Autolite Mfg. Co., of Jersey City, manufacturers of tobacco, etc., has been incorporated with a capital of $100,000, by G. H. Harman and R. T. Bishop, of Jersey City, and E. H. Wagner, of Brooklyn, N. Y.

—

E. M. Schwarz & Co. have lately booked some heavy orders for their line of seed and Havana goods.

LOOKING UP IN BOSTON.

Good Weather Helps the Retailers. Increased Sales are Noticeable. Missionaries Working Actively.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., May 25.

Boston retailers report a noticeable increase in their sales for the past week. Box trade especially is improving nicely.

Today ought to be a good day for our Boston retailers, as the Barnum & Bailey aggregation have their free circus parade here and thousands of suburbanites usually flock here on such an occasion.

The cut price war is still on with our wholesale tobacconists, and the retailer is at last getting the main share of the benefit, which he needs badly, having had his troubles through the hard winter months.

The recent spell of good weather has improved the cigar business to a great extent. The summer resorts have been making preparations for opening up, and many such orders have reached our cigar jobbing trade. Revere Beach (Boston's popular resort) opened on Saturday, and Wonderland, the main attraction, is beingheavily advertised as the drawing card.

The Nestor Gianaclis Co. are busy at the factory working overtime in turning out Nestor and Royal Nestor cigarettes. Charlie Ellis and his three hustling salesmen, Messrs. Shapiro, Perkins and Chandler, are the cause of it, the New England sales of the Nestor cigarette have more than doubled in the past eight months.

The tobacco trade colony at Winthrop have not held any base ball game for the past two weeks. Dame Rumor has it that many of the members have been taking to the motor boat sport.

Honest Old Abe Pareira, of Pareira & Co., leaf tobacco dealers, Philadelphia, spent the week in our midst and succeeded in closing out some desirable lots of old leaf tobacco. Mr. Pareira is a prominent member of the Elks, and whenever he gets here he is always welcomed by members of the order.

John J. Bowers (Whitelaw & Co., N. Y..) although a new beginner in our ranks, is making good with the Glorifier little cigar account.

The new Lord Baltimore, a 25 cent package of Turkish cigarettes made by the Khedivial Co., is fast coming into public favor.

Max Norvick (Bagley & Co.) had a good week down Brockton selling Gold Band, Wild Fruit and other brands of his firm's make.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER
Monroe D. Sellers, Sellersville, Pa.

Joe Di Pesa is a new salesman now working on the Royal Bengals for the Trust. Manager Perlstein has a crew of four men here canvassing the trade on Bengals and Old Virginia Cheroots.

Geo. M. Cawthorne is doing some telling work here on Hoffman House Magnums for the Hilson Co., of New York.

A representative of Lincoln & Ulmer, New York, was here last week and took a number of orders for La Modina, a clear Havana cigar.

Rosenthal Bros., proprietors of the Gotham Cigar Factory, New York, are doing a nice business here on their R. B. Special, a five-inch invincible cigar that retails at 5 cents straight.

Wm. Corson, Chelsea, Mass., who was burned out by the big fire, has just opened a union cigar and tobacco store at 30 Washington avenue, Chelsea. Mr. Corson always held the reputation of being the largest handler of union made cigars and tobaccos in that town.

M. G. Hirshon, formerly a cut price druggist in Chelsea, has opened an up-to-date store in Worcester.

Among the out of town buyers here this week were: Pauline Bros. and A. Ginten, Brockton, Mass.; L. Gruver and J. Goldenberg, Maynard, Mass.; A. Barrett, Hyanis, Mass.; J. Sexton, Wellesly, Mass.; A. Frye, of Frye Bros., Salem Mass., and J. Brody, of Brody & Orgus, Lynn, Mass.

The Surbrug Co., New York, are offering for a limited time a 12 per cent. deal on Dolma cigarettes, viz: With each 250 carton, 30 Egyptian Arabs are given free to the dealer.

R. Steinberg has purchased from M. A. Bloom the old established Waverly House Cigar Store at 7 Waverly Block, Charlestown, Mass., and after a thorough overhauling the store will be reopened in first class style.

Steve Quirk, formerly in the retail cigar business here, is now selling the Egyptian Deities cigarettes for the A. T. Co.

H. Abrahams representing Garcia & Vega, New York and Tampa manufacturers of clear Havana cigars, was in town this week.

Baker Bros., prominent retailers at 834 Washington street, have worked up an enviable business on their John B. nickel cigar. Their leaders in clear Havana cigars are the Ganbro, Wm. the Fourth and El Speedo, from the factory of Gans Bros., New York. An attractive electric sign in their show window is helping the sale of the Dolma 15 cent cigarette made by the Surbrug Co.

D. J. Murphy (Booker Tobacco Co.) is certainly making a grand showing with the Blue and Scarlet cut plug tobacco. A demonstration was given in the cigar store of Alfowich Bros., 212 Hanover street, and nearly two thousand 1 ounce sample packages were handed out, and in the evening fully 25 pounds of the regular 1⅜ ounce packages were sold to customers who only a few hours before received a sample package. The tobacco is put up in attractive style and the quality is A1. Mr. Murphy is a hard worker, he has every jobber here filling his orders, and is kept continually busy making window displays, sampling or selling goods, and never thinks of stopping work when the whistle blows. (See page 15)

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
ESTABLISHED 1840 NEW YORK CABLE: "NARGIL"

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

JOSH BILLINGS
5c. Cigar
"There hain't none better than the best."
—JOSH BILLINGS.
This Is the Best.

A cigar of merit with a push behind it.
The Best Little Cigars ever offered the American public.
Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.
I. LEWIS & CO.
Makers,
Established 1870. Newark, N. J.
Z. JOHN NORRIS,
Manager of the Philadelphia Office,
14 South Fourth St.

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

A WARNING NOTICE.

We have reliable information that a certain representative of a contemporary has been circulating statements which were calculated to prejudice people against this publication and thus injure its business.

Due warning is hereby given that the Tobacco World Publishing Company will deal vigorously, by immediate and summary action, against any person who shall make statements that are derogatory, without basis of fact, and calculated only to deceive the trade and injure us.

THE TARIFF QUESTION.

Although it was not done in an open meeting, it has leaked out that the Tariff Revision agitation had a serious setback in the recent convention, since no unanimity of action could be secured, and unless such unanimity can be arrived at, there is little hope that anything definite will be accomplished by an attempt to bring about a lower rate of duty on imported leaf, of which Sumatra is the chief factor.

There is, however, a vast difference between the controversy which this question already has and will likely still further bring about and the usual tariff disputes. Ordinarily it is charged that a foreign commodity is cheap and its cheaper importation would be an injustice to domestic production. But Sumatra tobacco is not a cheap tobacco, yet it is argued by the opponents that a lower duty would affect the domestic industry, and the people favoring the high duty, or who imagine they would suffer by its repeal, are firm in insisting on it, as do the producers who profess to be afraid of foreign competition.

Connecticut growers have always fought strenuously against a low duty, and now their forces are augmented by the tobacco interests of Florida.

The interests of manufacturers are most largely at stake, and many no doubt favor a lower duty, but it remains a question whether their influence will be sufficient to overbalance the influence of the domestic growers and others opposed to such a measure.

—Ohio is talking of declaring martial law in the tobacco districts. Some means of entertainment certainly should be provided for the night riders, who must at times feel lonely.

THE LOCAL TOBACCO NEWS

The conditions in the local leaf trade show some improvement during the past week, and a more steady trade in moderate quantities was experienced. Considerable quantities of Pennsylvania were sold by local houses and inquiries for other types of tobacco have also increased recently.

Sumatra tobacco has been moving steadily, but not in very large quantities.

The Havana market has been about normal, all the conditions considered.

Cigar manufacturers all have seen an increase in business. Duplications have begun in greater earnest, and traveling men are meeting with more encouragement on the road. Local retailers find the warm weather a good business adjunct, and with the streets now thronged with people from morning until night in the business section those dealers are reaping a large increase in transient trade.

Next Saturday will be a gala day with the Theobald & Oppenheimer Co., and it is planned to make it the occasion of memorable ceremonies. Their new factory at Fourth and Cambridge streets will be opened to the inspection of the public on that day and more than ordinary festivities have been arranged for, to which the trade at large is invited.

A parade of their employes and others from the old building to the new is among the features to be pulled off. After the reception at the new factory a luncheon will be served to guests of the company at a near-by cafe. The full details are being arranged by Manager John N. Kolb, and it is certain they will be carried out in the brilliant way, which is characteristic of everything the firm does.

Arthur Hagan & Co. have issued a circular to the trade, as follows:

Commencing with this date and until June 15th we are authorized by the Nall & Williams Tobacco Company, Inc., to allow a concession of six (6) cents per pound on all purchases of "Pure Grape," when covered by other brands of their tobacco (exclusive of "Union Standard," which brand cannot be included.)

On purchases of "Pure Grape" not covered as above a concession of three (3) cents per pound will be made from list. In consequence of the advancing market, owing to the scarcity of "Burley Leaf," we advise liberal purchases.

Mr. Vanaman, a well known retail dealer at 9 N. Juniper street, has been ill for the past two weeks, but is gradually improving and expects to be around in a few days. E. W. Rugby, the well known sign-writer and designer, has charge of Mr. Vanaman's business during his absence. Trade, last week, was reported very good.

It is noted that a considerable number of new factories are again being started up about town. This is at least an indication that confidence has increased and that it is believed opportunities have again arisen to successfully launch new enterprises.

The new store of the United Cigar Stores Coupon Co., is scheduled to be opened on Saturday next, Decoration Day. The event had been postponed owing to a delay in getting the elaborate fixtures, which are to be installed, completed.

Philip Morris & Co. have entered on an active campaign in this city on their high grade cigarettes. A force of missionary men, marshalled by Arthur Herbert, have begun energetic work, and the city is to be thoroughly awakened to the fact that they are here.

The splendid work done on the Lynnhaven cigarettes of the Ware-Kramer Tobacco Co., by Arthur Hagen & Co., distributing agents here, is being persistently followed up, and the goods are continuing to gain steadily in popularity and sale.

Al. Metzger, of Berriman Bros., New York, was among the recent visitors here and found a very satisfactory business on his goods. Recently they placed a line of new goods with Finley Acker & Co., at the Quality Shop, under the name of Flor de Acker, which is now beginning to win considerable trade.

N. Banks, formerly at 619 Poplar street, has opened a new cigar store and factory at 1804 N. Thirty-first street, with up-to-date fixtures.

Eugene Powell, who has for many years been a city salesman with George Burghard, leaf dealer, recently returned from a three weeks vacation spent in Chicago and other Western cities.

Harry N. Goldsmith, of the cigar distributing firm of Goldsmith & Arndt, has been spending a short vacation in the mountains, but will return next week.

An active demand has been created for the Burley Cubs cigarros of the Booker Tobacco Co., of Lynchburg, Va., which are being handled here by Arthur Hagan & Co. Mr. Booker, of that company, stopped off at Philadelphia last week, en route to New York, where he expected to hear some of the arguments in the suit of the Government against the American Tobacco Co.

W. C. Smith, a cigar manufacturer of Windsor, Pa., was a visitor in the trade last week. He was accompanied by broker Githens.

S. Weinberg, Third street leaf dealer, did considerable business in Pennsylvania tobacco last week. His trade has lately shown considerable activity.

Reports from the A. S. Valentine & Son factory indicate a continued good demand for the Betsy Ross and Paul Jones cigars.

THE TOBACCO WORLD
ESTABLISHED 1881 INCORPORATED 1902
Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia
Cable Address, "Baccoworld." Havana Office, Prado 36, Altos.
ADVERTISING RATES ON APPLICATION.
By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy.
Foreign Subscription, for all Countries of the Postal Union and Canada, $2.00 the Year.
Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, MAY 27, 1908.

TRADE MARKS REGISTERED.

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade Marks to be registered and published should be addressed to the Tobacco World Publishing Co., 224 Arch street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is **$1** for each Trade Mark.

For Searching a title which does not result in registration, **25** cents.

For Transferring and Publishing Transfer of Registration, **50** cents.

For issuing Duplicate Certificate, **50c.**

Applicants should be careful to fully specify the use of desired Trade Mark.

LU & I. 15,641
For cigars and cheroots. Registered May 20, 1908, at 9 a. m., by L. A. Berkheimer, York, Pa.

PAID IN FULL. 15,642
For cigars, cigarettes and tobacco. Registered May 21, 1908, at 9 a. m., by George Schlegel, New York.

GREAT PREMIER. 15,643
For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 21, 1908, at 9 a. m., by Louis W. Keyer, Dayton, O.

STORKY. (Re-registration) 15,644
For cigars, cigarettes and tobacco. Registered May 21, 1908, at 9 a. m., by George Schlegel, New York.

RIGHT SORT. 15,645
For cigars, cigarettes and tobacco. Registered May 22, 1908, at 9 a. m., by George Schlegel, New York.

AWAKENING. 15,646
For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 22, 1908, at 9 a. m., by Wm. Steiner, Sons & Co., New York.

ESTRE. 15,647
For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 23, 1908, at 9 a. m., by Leonard & Lemmert, Chicago, Ill.

ESTANSIA. 15,648
For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 23, 1908, at 9 a. m., by Leonard & Lemmert, Chicago, Ill.

TWIN CUBS. 15,649
For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 23, 1908, at 9 a. m., by J. G. & J. A. Fisher, Hanover, Pa.

CONQUERING CUPID. 15,650
For cigars. Registered May 25, 1908, at 9 a. m., by Edward E. Schupp, Baltimore, Md.

SPORTING EXTRA. 15,651
For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 26, 1908, at 9 a. m., by Frank M. Toppin, Philadelphia.

Rejections.

La Ecco, Merry Widow, Lord Camden, Red Spot, Rosita, Jester, Chance, Cubs, Oratorio, Natrona, La Belle Blanche, Fellowship, Lady Grand, Minqua, Ketch Las Planetas, Happy Chaps.

Correction.

FASHION QUEEN.
Registered April 6, 1908, for J. D. Ryan & Co., should have been for Louis W. Keyer, Dayton, O.

Transferred.

STORKY.
Registered May 22, 1908, at 9 a. m., by H. Sommer Co., Quakertown, Pa. Re-registration by transfer from George Schlegel, New York who originally registered the title Sept. 23, 1907.

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880

Take no other but the Genuine
Established 1869
Incorporated 1893
Juan F. Portuondo CIGARS
Every Box of the GENUINE PORTUONDO CIGARS
Carries this Trade Mark and Signature of Juan F. Portuondo
TRADE MARK REGISTERED
Registered in U. S. Patent Office
There are more IMITATIONS of this old established and JUSTLY FAMOUS brand of cigars than any other cigar in the world.
MANUFACTURED ONLY BY
The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia.

OUR BOSTON LETTER.

(Concluded from p. 11)

H. Zarling, who a few months ago reopened the cigar and tobacco store at 77 Green street, has already built up a very satisfactory business.

Jenkinson's Santa Gloria stogies, which were recently placed here, are duplicating nicely. Ed. Davis, who has this account for Boston, is also making good with the Rodena clear Havana cigar.

Edw. Leader, manager of the cigar department of Cobb, Aldrich & Co., is using one of their mammoth windows in closing out many old brands of cigarettes and cigars at sacrifice prices. Although these bargains are moving lively, there is enough of such goods in the stock room to continue the sale for an indefinite period.

F. M. Henderson (M. Melachrino Co.) is here exploiting the new after dinner size of the famous Melachrino cigarette.

Mr. Dubreuil (Khedivial Co.) has notified the jobbing trade of a new gratis deal on the 5 cent Natural cigarette, and I know where Mr. Dubreuil took a few 100,000 orders with this deal. This brand is a big seller here.

Another cigarette which has a very promising future here is Falk's Champagne Cocktail, a twenty for ten cents cigarette. Retailers are finding it a big duplicator.

Brody & Co. have just opened a cigar and tobacco store at 22 Munroe street, Lynn. These people were formerly in business in Chelsea and were burned out in the conflagration. Many former business people in Chelsea who met with a like fate have started in business again in other towns. It seems as if business will be in a bad condition in Chelsea for the next few months.

Ben Ali.

JAMES A. FREEMAN'S SONS,
1229 Chestnut St., Phila., Pa.
TRUSTEES' SALE
Estate L. Nax, Deed.
At 144 & 146 Noble Street, Phila., Pa.
THURSDAY, JUNE 4, 1908
At Ten A. M.
Large and Valuable Stock of a TOBACCO SMOKING
PIPE MANUFACTORY
Consisting of Briarwood Blocks, Applewood, Rosewood, Violet and Olive Woods, Horn Tips, Pipe Bowls, and all materials necessary for the manufacturing of tobacco smoking pipes.
By order of WILLIAM NAX, ERNEST SCHWARTZ, Trustees.
Alfred D. Wiler, Esq., Atty.-at-Law, 2131 Land Title Bldg., Phila., Pa.

Warning for Ohio Farmers.

Dayton, O., May 22.

"Warning, this means you!

"You sell your tobacco for less than 15 cents per pound; you will see what you will get.

"Try it and see."

This warning, written in red ink, was placed in the rural delivery boxes of two prominent farmers, Ephraim Long and Jesse Murray, of Trotwood, Ohio. As a result all the farmers fear night riders will burn the tobacco barns of those who sell their crop at the prevailing prices.

—Saml. Bufkin has opened a cigar factory at New Castle, Ind., and has placed a new cigar on the market under the name of County Council.

West Virginia Wants Tobacco.

Charleston, W. Va., May 20.

Up to two o'clock yesterday the total number of licenses issued for the sale of tobacco in the city and county for the current year had reached 242.

—Roy Burkhart and Jos. Fleckenstein have opened a new cigar factory in the Thome & Mayer Block, Bemidji, Minn.

SPECIAL NOTICES.
(12½ cents per line, 8 point measure)

Bankrupt Sale.
REAL ESTATE and PERSONAL PROPERTY
of C. M. Clime (Ind. etc.)
Terre Hill, Penna.
Real Estate
Consisting of Warehouse, Factory Building and Dwelling,
WEDNESDAY, JUNE 10, 1908
at 2 o'clock, p. m., on the premises in the Borough of Terre Hill, Pa.
Personal Property
THURSDAY, JUNE 11, 1908
at 10 o'clock, a. m.
116 cases Leaf Tobacco, 24 bales Florida Wrappers, Stripped Fillers and Scrap Tobacco, Cigar Box Labels and Bands, and Entire Factory Equipment.
S. S. WATTS, Trustee in Bankruptcy.
5-27h

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
Tel. 722 Orchard
7-6-1h

STERNFELD & LEUSCH
No. 36 LaSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

L. BERNFELD
Cigar Broker
West Haven, Conn.
2 5tf

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

FOR RENT, REASONABLE—Cigar Factory at Gilbertsville, Pa., 1½ miles from Boyertown, on Philadelphia Pike, 32x80 feet, three stories high and basement. Phila. trolley line passes factory. Hands easy to get. Address J. L. Leinbach, Gilbertsville, Montg. Co., Pa. 5-13a

WANTED—The addresses of Union Factories which make Florida wrapped goods at $20 per M. Only financially responsible firms, and those capable of turning out 10 M. a week, need apply. Address O. M. N., care of Tobacco World, Phila. 5-13tf

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

Thoroughly experienced Foreman desires position. Experienced in hand and suction work. Out of town factory preferred. Address Box 9, care of Tobacco World, Phila. 5-13a

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

Monroe D. Sellers, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & CO.
129th TO 130th ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
—ALSO—
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart
Dallas Cigar Co
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna

CIGAR MOLDS
Highest Grade Mold at Lowest Price.
Write for Catalogue of 1,500 Shapes.
The American Cigar Mold Co.
1931--1935 Western Ave., and
1201--1209 Dayton Street,
Cincinnati, Ohio.

LOOKS BETTER IN LANCASTER.

Packers Say There's Little Profit, Yet Movement Shows Life.

Lancaster, Pa., May 25.

The outlook for the leaf trade seems to have improved of late, and a far more cheerful disposition is now prevailing with the majority of the trade.

Although several small packings have lately changed hands and packers declare there was no profit in it—if not really a loss—they feel encouraged over the fact that the cigar industry is again showing activity. The end of the packing season is now in sight, and in fact quite a number have practically finished that work.

With more settled weather tobacco planting will be on in full swing very shortly, as plants have become large enough for that operation, but heretofore the ground could not be gotten into readiness, owing to excessive moisture.

Chas. J. Lederman has about finished his big packings of 1906 tobacco. He informs me that he and others interested with him in certain packings have about 12,000 cases of 1905 and 1906 goods, made up of Pennsylvania, New York State and Connecticut tobacco, and that they are in position to take care of a large trade this year, because they can sell at interesting prices.

Lancaster seems to have been the center of attraction for cigarette manufacturers lately. We were visited this week by representatives of Schinasi Bros., New York; T. H. Hart & Co., Philadelphia, handling the account of Stephano Bros. Ramesis cigarettes; D. E. Fishach, with the Nestor Gianaclis Co., of Boston, Nestor cigarettes; Arthur Herbert, with Philip Morris & Co., New York, and Wm. J. Noonan, with M. Melachrino & Co., New York.

Fluffy Ruffles, a new 5 cent cigar of the Union American Cigar Co. branch of the American Co., has made its appearance here. J. G. Shirk is handling them, and believes the brand will be a success.

Wm. R. Cooper is this year again putting up a packing of Pennsylvania tobacco. He did not pack any himself last year.

John Berger & Son, of Cincinnati, have been operating quite actively here of late. Mr. Geo. Berger, of that firm, was here after the convention in Philadelphia, and made some additional purchases.

Wm. M. Amer, of Lititz, has sold his packing of 1906 tobacco to a large Western cigar manufacturer.

R. P. Swarr, a packer of Landisville, has also sold his packing of 1906 tobacco.

J. E. Longnecker, of Mt. Joy, who puts up a packing each year, has also disposed of his 1906 packing.

Root & Baker, of Landisville, will this year have a good sized packing. They made early selections of crops and regard their purchases as among the best that were to be had.

West Chester has put an effective ban on cigar selling on Sunday. A druggist was recently fined $4 for selling a soda on Sunday, and that action has intimidated the trade so much that even restaurants that were opened on Sunday refused to sell any cigars.

Mother of Salt Lake Mfr. Dead.

Salt Lake City, Utah, May 20.

Mrs. J. Bernstein, mother of A. Bernstein, a prominent cigar manufacturer of Salt Lake City, died at the home of her son, 2 Shelmerdine court, Friday evening, at the age of 73 years. Mrs. Bernstein had been suffering for over four years from a paralytic stroke and the end had been expected for some time.

Mrs. Bernstein is survived by a husband and seven children living in different parts of the West. She was a great charity worker and won esteem and respect among the poor of the city.

GENUINE CONNECTICUT BROAD LEAF TOBACCO SEED
Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal orders to
WM. L. HUNTTING, E. Hartford, Ct.

WILLIAM L. HUNTTING
Packer, Dealer & Grower of
Leaf Tobacco
Have on hand choice Broad Leaf wrappers and binders, cheap for cash.
Choice tobacco seed a specialty.
Office, 812 Main St., E. Hartford, Ct.

E. ROSENWALD & BRO.

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1643. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

FLUCTUATING TRADE IN YORK.

Reports Vary from Week to Week, But Hope Grows Stronger.

York, Pa., May 25.

The cigar trade in this county seems to fluctuate considerably. That is to say, one week it is active and the next it will probably be dull again.

Mr. Hose, of the Dallas Cigar Co., of Dallastown, which is a going concern, was heard to remark, a few days ago, that recently they had a week's business in which they shipped as per orders received a considerable quantity of cigars, in fact more than during an average good week, and during the following week trade again dropped down to a low mark, but happily it was again on an upward trend. Reports that are substantially the same also came from others. There are now a good number of factories in the county that are having an increased business and it is to be hoped that condition will continue.

Leaf men, however, report a sluggish market because manufacturers are not in a mood to lay in any great quantity; consequently sales are of small quantities, and not any too numerous at that.

Geo. A. Hain, a retailer on Market street, has been lately featuring the Marcello clear Havana cigar of Duncan & Moorehead, Philadelphia.

Robert M. Granat, of R. M. Granat & Co., last week started on a Western trip, and may be away several weeks.

The cigar factory formerly operated by the United Cigar Manufacturers Co., of New York, at Dallastown, but which has not been opened since the Christmas holidays, is now believed to be closed for good, as all the fixtures and machinery has been removed to York.

L. F. Mueller, with Cullman Bros., of New York, was a visitor here last week.

W. C. Smith, of Windsor, has returned from a short business trip to Philadelphia and other points.

—Luther A. Myers, of Macon, Ga., who was a local representative of the R. J. Reynolds Tobacco Co., of Winston-Salem, N. C., was drowned while bathing with some friends that were attending a Sunday School picnic.

—Johnson Bros. have opened a fine new cigar store and manufactory in the Coffeen Block, at Sheridan, Wyo.

NIGHT RIDERS PAY $15,000.

Victim Compromises Verdict for $35,000 Obtained in Kentucky.

Paducah, Ky., May 26.

The Hollowell night riders damage suits were compromised today. The plaintiff receives $15,000.

Robert Hollowell obtained a verdict for $35,000 in the United States Court a few weeks ago against 29 residents of Calloway county, who were accused of raiding his home and compelling him and his family to flee the State to save their lives.

The Cigar Store Indian.

History and romance have embalmed the American Indian in imperishable memory. Since that far distant day when Powhattan and his braves traded good Virginia farms for shoe buckles, the red man has been sung in poetry and story coincidentally with being cheated, lied to and vaccinated under the benign ascendancy of his pale-faced brother.

For the beneficent rewards of enlightenment and civilization the Indians have paid a fatal price. After giving alien invaders their lands, their tobacco and their hunting grounds, the simple-minded aborigines turned their faces toward the setting sun and began their melancholy journey along the lonely trail where all the footsteps pointed one way.

Today the remnant groups of former proud tribes are crowded into reservations or burdened with farms which the Government refuses them the right to dispose of. Only faded traditions are theirs, and but a few cheerless years more and the last full-bloods will have been gathered to the Great Spirit in the everlasting happy hunting grounds.

Through injustice, oppression and slaughter the heart of the red man has ever been sustained by lordliness of race and his soul comforted by martyr resignation. Under the manifold denials of their claims to justice the Indians have been patient, long suffering and silent.

But there has come a day when the indignation of an outraged people burst forth in protest and demand is made that at least one offense to their dignity shall be removed. They ask that the cigar store Indian shall be abolished.

Whoever it was that first conceived the placing of a wooden effigy representing the noble savage in front of a tobacco shop, instigated a monstrous wrong. Aside from all other considerations, the debt of gratitude we owe the American Indian for giving us the fragrant weed can never be repaid. But what poor return for such a boon to civilized man is the grotesque sacrilege of using the Indian as a signboard.

For a century the patient wooden warrior with club defiantly poised has stood as a majestic rebuke to a conquering people. In sunshine and storm, through all the changing seasons, beautiful Minnehaha has posed upon a pedestal, one moccasined foot slightly advanced, a pathetic sheaf of tobacco leaves in one hand and a box of sculptured cigars in the other.

Down in Oklahoma a state senator, a Cherokee Indian by blood, has introduced a bill prohibiting a further continuation of this age-hoary insult to his race. One can understand the bitterness of his cry for belated justice in the wiping out of an infamous custom that reflects dishonor upon his people.

The bill should pass. Oklahoma is a great and prosperous member of the national family, but it is the home of many respectable Indian citizens who have a right to demand that this indignity shall end.

Let the cigar store Indian lay down his club and fade into the mysterious haze that enfolds the spirit of his noble prototype.

—Frank C. Lewis, a millionaire cigar manufacturer of Peoria, Ill., began buying land in Western Kansas as an investment some time since and is now the owner of nearly 30,000 acres. He has recently been to Kansas to look over his property and is well pleased with its appearance. Mr. Lewis owns 163 quarter sections in Greeley county, 34 in Wichita and 42 in Kearney and Scott counties. He has a plan to hold his lands for 10 years to gain the appreciation that period will give to Western Kansas. Then, if not before, he will put them under cultivation, secure tenants and engage in wheat and barley raising. He is already planning to furnish steam plows which will work the entire holdings.

H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an
Exclusive line of

NICKEL GOODS

Which can be recommended for
Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

Established 1895 Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

SUIT AGAINST THE AMERICAN.

(Continued from p. 5)

several defendant companies, beginning in 1890, when the Dukes organized four separate companies under the name of the American Tobacco Company, and distributed the stock among the owners of the four companies.

This corporation, counsel charged, was organized to stifle competition, notwithstanding the contention of the Dukes that it was formed to improve business conditions in the tobacco industry and to lower prices. The defendants turned out about 95 per cent. of all the cigarettes manufactured and 5,000,000 pounds of smoking tobacco annually, the lawyer said. From the day of its inception, said counsel, it became an illegal combination in restraint of trade. He gave a history of the American Snuff Company, with a capital of $25,000,000, which also bought up its competitors to control the trade, he said. He traced the inroads of the American Tobacco Company in the foreign field and the formation of the two British corporations, made defendants in the action. Afterward came the organization of the United Cigar Stores Company by the combination headed by Ryan, Brady, Elkins, Payne, Widener and Duke, in control of the tobacco situation. When the court was adjourned counsel for the Government had finished.

In presenting the case of the American Tobacco Company, Junius Parker, of counsel of the defence, declared that the company's business was not only not immoral, but well within the law.

"And," he added, "we say, 'what are you going to do about it?'"

Mr. Parker declared that the defendants considered the statement of facts as given by the Government grossly inaccurate. For one thing he urged that the price of leaf tobacco had steadily increased since the formation of the defendant companies.

He called the attention of the court to the fact that some of largest independent manufacturers of tobacco, called to the witness stand by the defendants in the present action, had testified that their business was prosperous, while four representatives of the independents, called by the Government, had testified to the same conditions.

"We believe that our business," said he, "has not been a detriment to the public or to the development of the tobacco business, and we say that an intelligent and impartial review of this record will show that we have been a benefit to the planter, the manufacturer, and to the consumer. We contend, and will show, that we have not restrained, but have developed, commerce within the States and brought about a tremendous development of foreign commerce."

Mr. Parker took up the development of the tobacco business chronologically, tracing incidentally the career of James B. Duke, head of the American Tobacco Company, from a farmer's boy in South Carolina to the presidency of a concern that turned out, in 1889, 940,000,000 cigarettes, and told how, in 1890, Mr. Duke sold this business to the American Tobacco Company, accepting stock in payment.

"This," he said, "was simply the organization of a corporation and the acquisition by it of the properties of five manufacturing concerns. The company was not organized to create a monopoly, nor was it ever contemplated that other companies should be purchased. Nor was there any idea of controlling the price of the raw product, for, on the contrary, the price of leaf tobacco has steadily increased since the formation of the corporation."

Having invested $25,000,000 in the business, said Mr. Parker, and observing that there was throughout the country a growing hostility to the paper cigarettes, and that States were legislating against them, the American Tobacco Company deemed it wise to strengthen its securities by engaging in another branch of the trade, and manufacture the all-tobacco cigarette or "little segar." Three manufactories were bought for this purpose and others added later.

Mr. Parker next traced the defendant's acquisition of various companies, among others those of some plug manufactories. Next came the organization of the Continental Tobacco Company. The American Company never owned a majority of the Continental stock, said the attorney. Both, he said, were dealt in on the Exchange and naturally drifted into the same hands. Duke only became President of the Continental Company to prevent an internecine difficulty, Mr. Parker explained, and each corporation was operated separately and distinctly.

Both concerns invested large sums in the American Cigar Company, and changes in the tariff made it necessary to embark in the tobacco business in England. To secure capital for this the Consolidated Tobacco Company with a cash capital of $30,000,000 was formed. The Consolidated secured stock holdings in the two older companies by a bond and stock exchange. No threats or inducement were made to enforce the exchange. So inter-

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

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Fine B's and Tops Our Specialty

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All Kinds of Domestic Leaf Tobacco

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32 and 34 East Chestnut Street, Lancaster, Pa.

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Rear of 144 West Market Street, on Mason Avenue,
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We Make **SCRAP FILLER** for Cigar Manufacturers.

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110 and 112 West Walnut St.
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PACKERS and DEALERS in **Leaf Tobacco**

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Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock

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Packers and Jobbers in
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Jobber in Sumatra, Florida Sumatra and Havana

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San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

Capacity 25,000 per day — Telegraph—YORK, PA.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor

Manufacturer of FINE CIGARS

Holtz, Pa.

LEONA BLAND

Pretty Bessie
York Nick . . .
Best Known .
5c.

TWO CRACKER JACKS---2 for 5 Cents.

OAK MOUNTAIN BOUQUET BOSTON BEAUTIES PURO PORTO RICO CROOKS

Correspondence with the Wholesale and Jobbing Trade Only Invited

The Moehle Lithographic Company
Clarendon Road & East 37th St. Brooklyn, N.Y.
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Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

twined, however, did the securities of the three companies become, said Mr. Parker, that it was thought wise to merge them, and in 1904 the merger was effected.

Taking up next the formation of the American Cigar Company, Mr. Parker called attention to the fact that the latter corporation manufactured but 14 per cent. of the total output, it having made 16 per cent. in 1903. Mr. Parker told of the acquisition of several Cuban cigar factories and of acquiring a small percentage of the "stogie" business. Changes in the tariff made it necessary to embark in business in Porto Rico, and it acquired interests there for its own protection. Of the companies wherein all the stock was owned by the defendant, Mr. Parker said it had been found wiser to operate some of them, especially those with old established brands, as separate companies, especially where the brand had been long on the market, and the concern had long had its own method of marketing its product.

"No man has imagination enough," said Mr. Nicoll, in conclusion, "to see the utter ruin and chaos that would result if the prayers of the Government were granted. What should be considered is the public welfare. Has the public suffered? Has the producer suffered? He has taken thousands of acres from cotton for tobacco. Have wholesalers and retailers suffered? They have both increased in number. Has the export trade suffered? It has increased. Yet, notwithstanding these facts, the counsel asks that these companies be driven out of business. He asks that this great fabric of American industry, this monument of American endeavor, be destroyed. No wonder that from all quarters of this land come cries, 'Stop this straining and twisting of statutes! Stop this harrassing of Legislature! Stop this angry denunciation of American industry! Give us peace! Give us peace, so that the sun of prosperity, which is now hidden by clouds, may shine through again.'"

S. M. Stroock, for the United Cigar Stores Company, pointed out that his company was in no way engaged in interstate commerce. Even if it desired to control the retail business, as charged, it could not do it in view of the fact there were 600,000 retail tobacco stores in this country, and the United had but 405, with an investment of $4,500,000. Estimates upon that same basis showed that the tremendous sum of $1,500,000,000 would be required to own one half of the stores, and even then nothing like a monopoly could be had unless additional money were put in to buy the good will of the purchased concerns. Further, declared the lawyer, the entire tobacco sales of the country were $565,000,000 annually, and the annual sales of the United Company were but $16,000,000.

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QUAKER CITY
STENCIL and STAMP WORKS
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E. S. SECHRIST,
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Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.
(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section
Fine Handling Superb Quality

Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

HERMAN DELLE
York, Penna.

Maker of
Delman 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: The Bear, The Cub, Essie, and Matthew Carey

W. R. DAUGHERTY & BRO.

Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

GEO. W. PARR
Manufacturer of
Fine Cigars
Littlestown, Pa.

MAKER OF
Fernside and Lord Wharton
Five Cent Goods
Sold to the Jobbing Trade only.
Correspondence invited

C. E. MATTINGLY & CO.
Manufacturers of
High Grade Union Made
5c. Cigars
FOR THE Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade Seed and Havana
Cigars
Rothsville, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited

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Fine Havana Cigars
and Packer of
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WRIGHTSVILLE, PA.

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CIGAR BOX EDGINGS
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Keyno
HAVANA SHORTS
2 oz. 5c.

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Private Brands for Jobbers a Specialty
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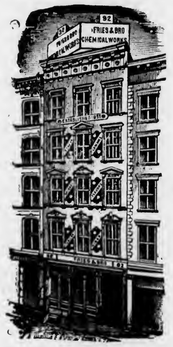

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92 Reade St., NEW YORK
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the . . .
WORLD-RENOWNED
SPANISH BETUNS
Only Non-Evaporating
Cigar and Tobacco Flavors
SWEETENERS, ETC.
Sample Free
The Most Popular Flavor since 1855
Please Write for Them
Guaranteed to be the Strongest, Cheapest, and Best

The American Tobacco Co.
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Planet Plug
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Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

Detroit Factory Consolidating.

Detroit, Mich., May 23.

The Dierdorf Cigar Company will move its factory to its new location, 16-18 Crescent avenue, adjoining the office, wholesale and retail store. This puts the company in position to take better care of its increasing business. Plans are also being drawn for a new up to date corner entrance for the retail store at 20 Crescent avenue.

Leaf Tobacco Markets

CONNECTICUT VALLEY.

The tobacco setting season is almost upon us, and as a rule I think that setting will begin about as early as usual, and as much as usual will be accomplished in May. Still one hears the expression, "If we get to setting by the fifth to the seventh of June we shall be entirely satisfied." So it goes; one will be satisfied with most any old time, and others are always in a hurry. There are a few that would be willing to have the first acre freeze if they could only say that they led the town in setting the first tobacco, and those men usually get early tobacco and very often very good crops at that. They are willing to run the risk of late frosts and a chance of getting a little pole sweat, for if they get started first they have a better chance to procure day labor more easily than the others who start all in a bunch. I wish to correct one statement concerning Belden Bros. setting tobacco the eighth or ninth. The water got into their beds, turned their plants yellow and stopped their growing, so they had to delay setting, although I was told that they began on the day mentioned in my letter.

Our correspondents write:

Hatfield, Mass.: "E. Bach & Son have purchased the past week 500 cases of the '07 crop of tobacco—for wrappers 12c, and 5½ for fillers and broken, and 15c for dark wrappers of the 1906 crop. Several of our farmers are holding back tobacco plants. Next week setting will be general; plants are plenty."

Feeding Hills, Mass.: "Setting has not commenced yet, though the plants are coming on now that were backward early. A few farmers will commence setting May 20, and the usual number of acres will be raised this year. E. M. Wright has sold his 1906 crop of 6 acres to Leopold Leindorfer, of New York, for 24½c per pound. The crop of 1907 is nearly all sold at prices ranging from 5 to 10c. A few would not sell at those figures and have had it sorted."

North Hatfield, Mass.: "A few sales have taken place here. Belden Bros. have sold for G. B. McClellan, his fillers and broken, at 6 and 7 cents per pound. Victor Bardwell has sold through Mr. Swift, six acres of 1906, at 20 cents through. Mr. Swift has also sold the seconds of the lot grown by Mr. La Tois, at 17 cents. There were a few other lots sold but I have not heard the prices. Edward Dickinson commenced setting tobacco May 18. Others will be setting now within a week, and by May 25, quite a lot will be set out."—American Cultivator.

BALDWINSVILLE, N. Y.

While nearly all of the last year's crop has been sold, there yet remain in the hands of the growers a number of good crops which have been assorted and cased.

The outlook for the new crop is unusually promising. The seed beds are looking fine, all showing a good stand of plants. Although it has been estimated by well informed tobacco men that there would be a slightly decreased acreage this year, the fact that there will be an abundance of good thrifty plants will have a decided tendency to increase the acreage, which now promises to be up to the average of late years.

Ira.—Samuel Wells has sold his 1907 crop of tobacco for eight cents in the case. Only a few more crops remain unsold in the farmers' hands in this vicinity. The usual number of acres will be grown in this section this season.—Gazette.

Wolcott.—Nearly all of last year's crop of tobacco in the bundle has been bought up. Most of the corp still in the growers' hands has been assorted and some fine crops are included in this portion of last year's tobacco. The seed beds make a good showing, being in a more advanced condition than last year at this time, nearly all of the beds showing a fine stand of plants.—Lake Shore News.

EDGERTON, WIS.

There is but little news to report of the doings of the local tobacco markets, except that the movement of clearing up the '07 crop goes steadily on under conditions that have been before described. The American Tobacco Co. and its various branches are the most active buyers in the market at present. The bulk of the sales now are for assorted goods, for which somewhat better prices are being paid.

Warehouse handling is still under full swing at the packing points, though the help problem is yet something of a handicap. A stronger demand for old stock is reported in the Eastern markets which is not yet reflected much in the local markets.

Plenty of rain followed by warm weather is bringing along the plant beds in a very satisfactory manner, which now promises to bring the plants in time for the early transplanting.

Shipments 2,187 cases.—Reporter.

Sold Cigarettes to Minors.

After contesting the first charge of selling cigarettes to minors, William H. Lyons, a merchant of Seven Pines, Va., made no defense in a second case carrying the same charge, and was fined $5 for each offense by Squire J. T. Lewis in the magistrate's court last week. The boys to whom the cigarettes were sold were eleven and thirteen years old.

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
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Correspondence with the Jobbing Trade solicited.

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High Grade Cigars.
LA CUBANA CIGAR FACTORY
Nº 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

American Protectorate
A Choice 5c. Cigar
Handsomely Packed and put up in Several Popular Shapes and Sizes
Manufactured by
Himmelberger & Noll.

ROBESONIA, PA.

LITHOGRAPHERS AND PRINTERS
312-316 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
NEW YORK
CIGAR LABELS AND BANDS

It Will Remove Rankness from Tobacco
Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
Chaskel Chemical Works
265 West Broadway, New York

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc. MANUFACTURERS
814-832 N. LAWRENCE ST., PHILADELPHIA
SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
CIGAR RIBBONS

CIGAR BOXES

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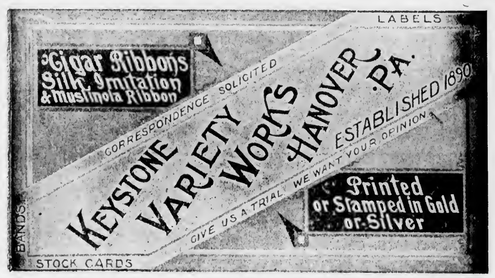
YORK, PA.

CIGAR BOX LUMBER

Wm. STEINER, SONS & COMPANY
Lithographers
257 to 265 West 17th Street, NEW YORK
SPECIALTIES
CIGAR LABELS ADVERTISING NOVELTIES
IMPORTED AND DOMESTIC BANDS



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ADEN BUSER Manufacturer of
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R. F. D. No. 3
YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Established 1877 New Factory 1904

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Howard and Boundary Aves.
YORK, PA.
Steam Cigar Box Manufacturer
DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS,
EDGINGS, BANDS, ETC.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE
Advertising Medium known.
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Manufacturers of
Cigar Boxes and Shipping Cases
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716—728 N. Christian St. LANCASTER, PA.

Minnich Baling Press
PATENTED MARCH 9, 1897

For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed
Presses
FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

Minnich Machine Works
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Cuban Licorice Casing Wine
Is no longer an experiment, and your trade will be affected unless you fall in line and use this
HELP TO MODERN CIGAR MAKING.
Acme Extract and Chemical Works
E. G. ECKERT, Proprietor. Hanover, Pa.

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Le Droit Building, WASHINGTON, D. C.

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238 Arch Street, Philadelphia.
TELEPHONE 1561
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JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Clear Havana . 10c.
"S. B." Seed and Havana . . . . . 5c.
"KATHLEEN O'NEIL" . . . . 5c.
"VUELTA SPRIGS" The Mellow Cigar . 5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .

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PERIQUE

MIXTURE
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Parmenter Wax-Lined
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Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
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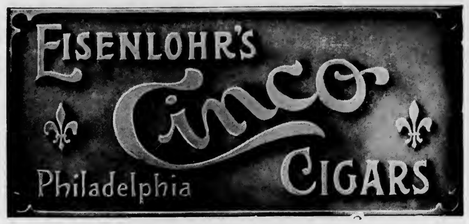

W. W. STEWART & SONS
Reading, Pa.
Makers of the
JOHN HAY
LADY HELEN
10c.
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ELI PERKINS
5c.

High Grade Seed and Havana Cigars
Correspondence with Responsible Houses Solicited

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

Wanted—CUTTINGS—SCRAPS—SIFTINGS
EMIL BERGER TOBACCO CO.
Tel. 722 Orchard 6-8-10 Gouverneur Slip, NEW YORK

For Sale { CIGAR SCRAPS—Clean and Sound
Write Us for Prices
EMIL BERGER TOBACCO CO., 6-8-10 Gouverneur Slip, NEW YORK

THE TOBACCO WORLD

Vol. XXVIII., No. 23 PHILADELPHIA, JUNE 3, 1908 One Dollar the Year

TAMPA OUTPUT CLIMBING.

Now Appraching Normal Figures. Stachelberg Gives Contract.

Tampa, Fla., May 27.

Although the weekly shipments of cigars from Tampa still lag a little below the standard figure of five millions, they remain steady and the situation is encouraging. The factories are coming nearer the high standard fixed during the most prosperous times than any interest which covers the entire country. They are within ten to fifteen per cent. of the volume of business during the past flourishing year, and it is doubted if there is another country-wide enterprise that is doing so well Looking the reports from the country over we find that few lines of industrial activity are within twenty-five per cent. of their recent volume.

The business is proceeding quietly and smoothly, with difficulties vanishing and prospects brightening. Prices and quality are well maintained in the output, raw material is cheaper and better, while labor is contented and as well paid as ever. Summing up the situation, it is as satisfactory as could be expected or even wished soberly—especially when compared with the situation in rival points of production. The weather and other condtions in Cuba are promotive of a good harvest of leaf, the planters are getting profitable prices, though not so exorbitant as during the past year.

The erection of new factories and additions to established concerns in Tampa is more extensive than at any previ. ous period in the history of the industry in this city, and if the chairs now being made ready for workmen are filled according to calculations the fall season will see two thousand more operatives at work than at the flush time of 1907. It is true that the output will depend on the demand rather than upon the manufacturers and their workmen, but the universal opinion of experts is that this demand will rise above anything that has ever been experienced. Tampa will still further gain upon competitors.

The contract for the erection of M. Stachelberg & Co.'s immense factory was awarded to Levick & Mobley, the lowest bidders out of six who competed. Their figures are $37,560, which includes all of the factory furnishings except the office furniture.

The contract calls for work to begin on the erection of the building in ten days' time, and the structure is to be ready for occupancy by September 15.

The new Stachelberg factory will be the second largest cigar factory for the manufacture of Havana cigars in the world. Tampa has the honor of having the largest—that of A. Santaella & Co., which is located in West Tampa. The Santaella factory has a floor space slightly in excess of the new Stachelberg factory.

The factory will be located in the Clarkson subdivision, just outside the city limits. It will front 50 feet on Nineteenth street, and run along Second avenue 236 feet. The structure is to be three stories and a basement, with an annex 18 by 28 feet, two stories high, at the rear. More than a million brick will be used in the construction. One feature of the building is the fire escapes. There are o her distinctive features, and the whole plan is modern and pleasing to the eye. The front elevation of the building will be 56 feet.

PINKERTON TOB. CO. SUCCEEDS DAY and NIGHT CO.

The Latter to Go Into Liquidation. It Figured Conspicuously in the Trust Trial Last Fall.

Louisville, Ky., May 27.

The officials of the International Tobacco Workers' Union, which has national headquarters in this city, have been informed that the Day and Night Tobacco Company, of Cincinnati, which figured prominently in the investigation here last December of the companies alleged to be in the trust, has sold out to the Pinkerton Tobacco Company, of Zanesville, O. It is stated that its charter will be surrendered within a few days, and that after the liquidation it will go entirely out of existence.

The Day and Night Tobacco Company was organized about eighteen months ago with a capital of $400,000. Its President, Walter A. Friedlander, so rumor goes, will quit the scrap tobacco business, and will locate a cigarette factory somewhere in the East.

The matter of liquidating the Day and Night Tobacco Company is reported to be in line with the policy of the American Tobacco Company since the close of the hearings in New York when the company was on trial for violating the anti-trust laws.

In the Connecticut Valley.

Springfield, Mass, May 28.

Tobacco beds are looking well and the warm days of this week had advanced the young plants wonderfully. Several growers in this vicinity have set out a few plants in order to save the beds. According to the Department of Agriculture this is to be a banner year for crops of all kinds, and the tobacco growers feel that the Government forecasters must be right. With a picking up of business there must be a greater demand for tobacco, and the growers hope to have a good crop this year to make up for the past two seasons, which have been poor. Some of the farmers are experimenting in a small way this year with commercial fertilizers. It is claimed that a too free use of cotton seed meal will in time sour the land and prove detrimental to the crops.

East Hartford, Ct., May 28.

The Hartford County Tobacco Growers' Protective Association has decided to invite manufacturers to come into the field and purchase tobacco direct from the growers. It is believed that the tobacco acreage will be cut down 25 per cent in the broadleaf section and a decrease in the 1908 crop will make the 1907 more valuable, and competition for available leaf must result among the buyers, with a consequent rise in price.

The Great Tobacco Case Closed.

Arguments of Counsel for Each Side Have Been Concluded and the Matter Submitted to the Judges. Their Decision is Eagerly Awaited.

New York, May 30, 1908.

The attorneys for both sides in the case of the Government against the American Tobacco Company have concluded their arguments, and the case was finally submitted to the Judges of the Circuit Court for the Southern District of New York.

An extraordinary amount of testimony was presented, and a decision is not expected to be handed down for some weeks, and it is also taken as a foregone conclusion that, whichever side the opinion may favor, an appeal will be immediately made to the Supreme Court. For this reason some time will elapse before the matter will be finally settled. Meanwhile the interest of the trade as to the outcome will constantly grow stronger.

Parker's Closing Argument.

In making his closing argument Junius Parker, of counsel for the American Tobacco Co., occupied a full day, and the following are the most pertinent of his argumentative points:

Mr. Parker said that the American Tobacco Company was neither immoral nor illegal in its organization or the conduct of its business. He said that the business had not been a detriment to the public nor to the tobacco business, but that the company had been of benefit to the planter, the manufacturer and the consumer, as it had developed commerce between the States and had extended the foreign commerce of the country.

A reason for one extension of its business into the field of the little cigars or all-tobacco cigarettes was the antagonism in many sections to the paper cigarette. Tariff changes had made necessary the extension of the business into England. Eventually the business of the Continental, the American Cigar and the Consolidated companies had become so intimately related and entwined that the merger into the American Tobacco Company had been deemed wise.

Taking up Mr. McReynolds' statements of the day before relating to the acquisition and control of other businesses, Mr. Parker said that the company had acquired a tinfoil factory for its own protection in order to insure and protect its necessary supply. It was true, he said, that on a few occasions—at the most twenty times in five years—the foil company had sold foil at less than cost, but it had done so to protect its business. As to the licorice used in chewing tobacco, the root came chiefly if not wholly from the Orient, from Turkey and Russia, and it became evident at one time that there was likely to be a curtailment of the supply.

So the Continental Tobacco Company had bought a Philadelphia concern, the Muller-Rittenhouse Company, and it had done so secretly, because if it had become known that the tobacco company owned that house the tobacco company might have been seriously embarrassed by other firms with long term contracts for the supply of the root. There were threatenings of war which might take off the men who gathered the root. There was a bona-fide fear that the supply might be materially reduced. So the various licorice manufacturing concerns did enter into an agreement for their own protection.

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E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

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LADY HELEN
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Correspondence with Responsible Houses Solicited

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White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

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For Sale { CIGAR SCRAPS—Clean and Sound
Write Us for Prices
EMIL BERGER TOBACCO CO., 6-8-10 Gouverneur Slip, NEW YORK

THE TOBACCO WORLD

Vol. XXVIII., No. 23 PHILADELPHIA, JUNE 3, 1908 One Dollar the Year

TAMPA OUTPUT CLIMBING.

Now Appraching Normal Figures. Stachelberg Gives Contract.

Tampa, Fla., May 27.

Although the weekly shipments of cigars from Tampa still lag a little below the standard figure of five millions, they remain steady and the situation is encouraging. The factories are coming nearer the high standard fixed during the most prosperous times than any interest which covers the entire country. They are within ten to fifteen per cent. of the volume of business during the past flourishing year, and it is doubted if there is another country-wide enterprise that is doing so well Looking the reports from the country over we find that few lines of industrial activity are within twenty-five per cent. of their recent volume.

The business is proceeding quietly and smoothly, with difficulties vanishing and prospects brightening. Prices and quality are well maintained in the output, raw material is cheaper and better, while labor is contented and as well paid as ever. Summing up the situation, it is as satisfactory as could be expected or even wished soberly—especially when compared with the situation in rival points of production. The weather and other condtions in Cuba are promotive of a good harvest of leaf, the planters are getting profitable prices, though not so exorbitant as during the past year.

The erection of new factories and additions to established concerns in Tampa is more extensive than at any previous period in the history of the industry in this city, and if the chairs now being made ready for workmen are filled according to calculations the fall season will see two thousand more operatives at work than at the flush time of 1907. It is true that the output will depend on the demand rather than upon the manufacturers and their workmen, but the universal opinion of experts is that this demand will rise above anything that has ever been experienced. Tampa will still further gain upon competitors.

The contract for the erection of M. Stachelberg & Co.'s immense factory was awarded to Levick & Mobley, the lowest bidders out of six who competed. Their figures are $37,560, which includes all of the factory furnishings except the office furniture.

The contract calls for work to begin on the erection of the building in ten days' time, and the structure is to be ready for occupancy by September 15.

The new Stachelberg factory will be the second largest cigar factory for the manufacture of Havana cigars in the world. Tampa has the honor of having the largest—that of A. Santaella & Co., which is located in West Tampa. The Santaella factory has a floor space slightly in excess of the new Stachelberg factory.

The factory will be located in the Clarkson subdivision, just outside the city limits. It will front 50 feet on Nineteenth street, and run along Second avenue 236 feet. The structure is to be three stories and a basement, with an annex 18 by 28 feet, two stories high, at the rear. More than a million brick will be used in the construction. One feature of the building is the fire escapes. There are o her distinctive features, and the whole plan is modern and pleasing to the eye. The front elevation of the building will be 56 feet.

PINKERTON TOB. CO. SUCCEEDS DAY and NIGHT CO.

The Latter to Go Into Liquidation. It Figured Conspicuously in the Trust Trial Last Fall.

Louisville, Ky., May 27.

The officials of the International Tobacco Workers' Union, which has national headquarters in this city, have been informed that the Day and Night Tobacco Company, of Cincinnati, which figured prominently in the investigation here last December of the companies alleged to be in the trust, has sold out to the Pinkerton Tobacco Company, of Zanesville, O. It is stated that its charter will be surrendered within a few days, and that after the liquidation it will go entirely out of existence.

The Day and Night Tobacco Company was organized about eighteen months ago with a capital of $400,000. Its President, Walter A. Friedlander, so rumor goes, will quit the scrap tobacco business, and will locate a cigarette factory somewhere in the East.

The matter of liquidating the Day and Night Tobacco Company is reported to be in line with the policy of the American Tobacco Company since the close of the hearings in New York when the company was on trial for violating the anti-trust laws.

In the Connecticut Valley.

Springfield, Mass, May 28.

Tobacco beds are looking well and the warm days of this week had advanced the young plants wonderfully. Several growers in this vicinity have set out a few plants in order to save the beds. According to the Department of Agriculture this is to be a banner year for crops of all kinds, and the tobacco growers feel that the Government forecasters must be right. With a picking up of business there must be a greater demand for tobacco, and the growers hope to have a good crop this year to make up for the past two seasons, which have been poor. Some of the farmers are experimenting in a small way this year with commercial fertilizers. It is claimed that a too free use of cotton seed meal will in time sour the land and prove detrimental to the crops.

East Hartford, Ct., May 28.

The Hartford County Tobacco Growers' Protective Association has decided to invite manufacturers to come into the field and purchase tobacco direct from the growers. It is believed that the tobacco acreage will be cut down 25 per cent in the broadleaf section and a decrease in the 1908 crop will make the 1907 more valuable, and competition for available leaf must result among the buyers, with a consequent rise in price.

The Great Tobacco Case Closed.

Arguments of Counsel for Each Side Have Been Concluded and the Matter Submitted to the Judges. Their Decision is Eagerly Awaited.

New York, May 30, 1908.

The attorneys for both sides in the case of the Government against the American Tobacco Company have concluded their arguments, and the case was finally submitted to the Judges of the Circuit Court for the Southern District of New York.

An extraordinary amount of testimony was presented, and a decision is not expected to be handed down for some weeks, and it is also taken as a foregone conclusion that, whichever side the opinion may favor, an appeal will be immediately made to the Supreme Court. For this reason some time will elapse before the matter will be finally settled. Meanwhile the interest of the trade as to the outcome will constantly grow stronger.

Parker's Closing Argument.

In making his closing argument Junius Parker, of counsel for the American Tobacco Co., occupied a full day, and the following are the most pertinent of his argumentative points:

Mr. Parker said that the American Tobacco Company was neither immoral nor illegal in its organization or the conduct of its business. He said that the business had not been a detriment to the public nor to the tobacco business, but that the company had been of benefit to the planter, the manufacturer and the consumer, as it had developed commerce between the States and had extended the foreign commerce of the country.

A reason for one extension of its business into the field of the little cigars or all-tobacco cigarettes was the antagonism in many sections to the paper cigarette. Tariff changes had made necessary the extension of the business into England. Eventually the business of the Continental, the American Cigar and the Consolidated companies had become so intimately related and entwined that the merger into the American Tobacco Company had been deemed wise.

Taking up Mr. McReynolds' statements of the day before relating to the acquisition and control of other businesses, Mr. Parker said that the company had acquired a tinfoil factory for its own protection in order to insure and protect its necessary supply. It was true, he said, that on a few occasions—at the most twenty times in five years—the foil company had sold foil at less than cost, but it had done so to protect its business. As to the licorice used in chewing tobacco, the root came chiefly if not wholly from the Orient, from Turkey and Russia, and it became evident at one time that there was likely to be a curtailment of the supply.

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E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

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John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan

FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

Packers of Leaf Tobacco — VUELTA ARRIBA — 107 Arch St. PHILADA.

K. STRAUS — A. LOEB

K. STRAUS & CO.

IMPORTERS OF

PACKERS OF LEAF TOBACCO — HAVANA

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PHILADELPHIA.

Established 1825

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IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

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Benj. Labe — Jacob Labe — Sidney Labe

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IMPORTERS OF

Sumatra and Havana

Packers and Dealers in Leaf Tobacco

228 North Third St., Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

and Packers of Leaf Tobacco

306 North Third St., Phila.

H. VELENCHIK — S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

H. Dolinsky & Son — Importers & Packers of — HAVANA AND SUMATRA SEED LEAF TOBACCO

147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH

IMPORTER OF HAVANA AND SUMATRA

DEALER IN LEAF TOBACCO

PHILADELPHIA

REGISTERED 1642-44 N. ELEVENTH. ST.

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The above Precinta, or Warranty Stamp, is only used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these Stamps were made in Cuba by such Independent Manufacturers belonging to the Union.

BE IT KNOWN: That said Guarantee Label only the manufacturers belonging to the Manufacturers' Union have the right to use and to attach on all cigar boxes and other packages of their goods.

COLORS OF THE PRECINTA: Black with pale blue ground; fac simile of the seal of the Presidency of the Republic: dark blue.

"One might ask whether the Amsterdam Supply Company was organized for the purpose of controlling the business of the country in all the several branches represented in the supplies it bought, or whether it is for the purpose of purchasing at better terms and under better conditions the supplies needed by all the various concerns represented in the tobacco company."

Judge Lacombe interposed to ask whether the counsel had agreed among themselves as to the apportionment of their time, adding that the last half hour had been occupied largely with details rather than with the fundamental facts of the case. But Mr. Parker went on for an hour and a half more, even after the Judges one after another got tired enough to hold low converse or to go to note making. Mr. Parker, noticing this, paused once in an uncompleted sentence and waited until a nod from the bench bade him go on.

Mr. Parker went on to say that the American Company had considerable business in England, the Imperial Company naturally little business in the United States owing to the almost prohibitive tariff. The British-American Company had proceeded in a remarkable way to develop the exportation of tobacco raised in this country. The covenants not to engage in certain business were not unreasonable in time or purpose.

"Of course," said Mr. Parker, "the American Tobacco Company has only to stay out of the market and diminish the price of tobacco, but that is simply to assert the power to commit suicide. For the American Tobacco Company is absolutely dependent for its very life on obtaining sufficient tobacco to carry on its business. The Imperial Company has no stock in the American Company; the American Company has less than 5 per cent. of the Imperial Company's stock. What earthly interest is there to be found there to lead either of these companies to refrain from bidding against the other in the purchase of tobacco? You must consider not alone the possession of power, but the temptation to use it. What is that, in such circumstances? Tobacco this company must have; the farmer can raise something else.

"I do not claim that the American Tobacco Company or any other of these concerns is a philanthropic organization or anything else than a business institution.

"A snuff company was selling a variety of wintergreen flavored snuff at the rate of 100,000 pounds a year. The American Snuff Company wanted to get into this business and put on the market in the section where the other brand had the bulk of the business a wintergreen flavored snuff of its own brand and sold it with a coupon worth two cents in each five cent package, reducing the cost to the consumer to three cents. What was the result? The old company's business increased to 152,000 pounds a year. The old company profited by the work of the American Company in creating or enlarging the demand.

"The public regulates these things. It is beyond the power of the American Tobacco Company to crush competition or to control prices. Of the 600,000 retail merchants selling tobacco products in this country practically every one of them has a competitive brand for every brand of this company's.

The American Tobacco Company has no fight with the labor unions. It has no objection to its employes belonging to unions. But it refuses to use the union label; it refuses to divide the reputation of its products between its brands and that label. And that condition forms the basis of the most virulent competition known. Effective? Sometimes effective, sometimes not.

"As to the Government's statement that the number of distributors in New York has decreased from one hundred to two, it seems to me like charging these defendants with the efficiency of the Metropolitan Tobacco Company or with the inefficiency of its competitors. Of the tobacco business as a whole in the countries in which it is interested, the American Tobacco Company has 37 2-5 per cent. This case will be judged as men will be judged, as to whether the tendency and purposes are right, not whether some episodes may be criticised or condemned."

(Continued on p. 14)

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Interior Wood.. Work.. — Makes a Specialty of Fitting Up Cigar Stores

Bank, Church, Office, Store Fixtures and Special Cabinet Work

1615 to 1623 McKean St., Philadelphia

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Importers, Packers and Dealers in

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Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

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Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

121 North Third Street PHILADELPHIA

Tobacco

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Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.

Long Distance Telephone, Market 3025.

AARON B. HESS

Packer of and Dealer in

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Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

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DEALERS AND PACKERS OF

Domestic **Leaf Tobacco** of All Kinds

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Office and Salesroom:

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Northern Wisconsin Leaf Tobacco Co.

PACKERS OF AND DEALERS IN

Northern Grown Wisconsin Tobacco Exclusively

LA CROSSE, WIS.

UNION MADE..... ALL QUALITY..... UNION BOXES

H. G. BURKY

MAKER

10c. HAND MADE HAVANA CIGAR 10c. 5c. A HIGH GRADE CIGAR FOR 5c.

Write for Samples and Prices

FACTORY No. 1898, FIRST DISTRICT, READING, PA.

HEADQUARTERS FOR

Wisconsin Tobacco

L. B. CARLE & SON

Packers and Dealers JANESVILLE, WIS.

EDWARD E. SIMONSON

Packer of and Dealer in

Leaf Tobacco

Tobacco Bought and Packed on Commission

Stoughton, Wis.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

Many Visitors Arrive in the Havana Market.

General Opinion is that Their Presence Means Distinct Improvement in Leaf Tobacco Buying. Sales, 4,355 Bales. New Crop Beginning to Appear in Reports.

Special Correspondence of The Tobacco World.)

Havana, Cuba, May 25, 1908.

During the latter part of the week a large number of buyers arrived from Tampa, New York and other parts of the United States, and at the close of the week a host of trade visitors had been seen about. So far, their presence has not made a great impression on business, as they have only had time at this writing to look around the market. This leads dealers and holders of tobacco in general to believe that the coming week will be an active one, as no matter what the purpose of their coming here may be, buyers who pay us a visit, whether it is to replenish their stocks or to make an inspection, always take away in their pockets bills for a few bales bought while they have been here. Some people, talking on this point, have said they get the "fever" and cannot go away empty-handed.

Toward the end of the week some sales of new tobacco were registered.

As has been the case for a number of weeks, the bulk of transactions in the last several days consisted of Remedios tobaccos, prices being firmly maintained for this class. Some sales at very low figures were made for First Capaduras a few days ago, but the goods were lacking in quality and this accounted for the prices being so cheap. For the better sort of packings, $50 to $55 is asked for First Capaduras and $40 to $45 per quintal for Second Capaduras. In some cases First Capaduras have been sold as low as $40, but these were either deficient in quality, lacking in cleanliness, or wormeaten.

Sales

during the past seven days ran up to a total of 4,355 bales of all kinds of tobacco, or 1,257 bales of Vuelta Abajo, 185 of Partido, and 2,913 of Remedios.

A great deal of buying was done locally, by dealers here—American concerns and others—who, from what can be seen, are buying for "speculative" purposes. One half of the bales purchased were taken by the latter, one-third by visitors from the United States, and one sixth by parties buying for export to Germany.

Buyers Come and Go.

F. R. Diaz, of V. Guerra, Diaz & Co., and J. Lozano, of F. Lozano, Son & Co., Tampa; W. Kaffenburgh, of I. Kaffenburgh & Sons, Antonio F. Rico, of A. F. Rico & Co., and L. W. Scott, of L. W. Scott & Co., Boston, Mass; Henry Meyer, David Ritter and Harold Meyer, of Henry Meyer & Co., Cincinnati, O.; Harry W. Bremer, of Louis Bremer's Sons, Philadelphia; M. Friedman, of Taussig & Co., John Fielding, of E. Rothschild & Bro., Lewis Cantor, of Leonard Friedman & Co., and Manuel Garcia, of Perfecto Garcia & Bros., New York; Walter Sutter, of Jacob Sutter & Sons, Chicago, Ill; Joe Mendelsohn, of Manuel Suarez & Co., Havana, Cuba, and of Mendelsohn, Bornemann & Co., New York; J. Perlman, of Perlman Bros. & Co, Baltimore, Md.

Returned: Jose Maceras, Havana.

Departures: Jose Lovera returned to Tampa last week; John Fielding intends to leave tomorrow, homeward; Dave Goldberg leaves tomorrow, for New York; Louis Cantor will leave for New York at the end of the week.

Havana Cigar Manufacturers

Business in the independent factories is only moderately active, and very likely there will be no radical change until a large part of our factories begin to blend the new crop tobacco, which may be some time in June or the early part of July. Most of our manufacturers have on file large orders to be executed of the new crop tobacco, and they are anxious to see that tobacco in a fit condition to be worked in order to start off under a new regime, and it is a visible fact that the importers in many foreign markets are restraining them

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

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SUCCESSORS TO

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Growers, Packers and Importers of

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INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

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R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista Neptuno 170--174 Special Partner—Gumersindo Garcia Cuervo

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Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

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Sobrinos de A. Gonzalez

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Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

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Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

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Cable: ZALEZGON

Habana

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B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

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Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" Correspondence Solicited in English

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM *Habana*

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

LUIS MARX

Tobacco Grower

No. 8 Cuba Street Post Office Box 77

HABANA

selves as much as possible now in the way of orders in order to begin to stock up of new tobacco cigars, and that restraint is what is making their orders so scarce just at present.

H. Upmann & Co. shipped nearly 800,000 cigars of their own famous H. Upmann brand and of other leading independent brands.

Por Larranaga factory is receiving large orders from its energetic U. S. and Canadian representative, D. Jacobs. He seems to be pushing this well known trade mark for all it is worth.

The Sol factory is well supplied with orders.

La Diligencia has large orders on file from New Orleans and other points in the South.

Viuda de Jose Gener says that in spite of the cry that business is slack in the cigar factories, the Escepcion factory has all the orders it can attend to for a while. A circular was issued to the local and foreign trade to the effect that Don Pablo Quadreny, superintendent of La Escepcion factory, will be absent for the next few months, and in the meantime Jose Lastra y Canal will represent the Viuda de Jose Gener in her business affairs in Cuba. Mr. Quadreny intends to take a vacation, owing to his present state of health, for several months in Europe.

Last Wednesday was a national holiday, the Cuban Fourth of July, and all the factories were closed. The Trust, when paying off its men on Tuesday, told them not to return to work until further advised. This is stated on good authority. Since then the factories have not been working, and while the cause for the close down is not generally known, it is believed the Trust is overloaded with made up stock on account of having worked at its fullest speed during the strike in the Independent factories. It is also reported in the local market that the Trust is offering large discounts—in the English and German markets, particularly—to work off this overloaded stock.

Buying, Selling and Other Notes of Interest.

Gonzalez y Hno. closed one of the largest deals of the week, in disposing of 700 bales of Manicaragua First Capaduras to a local concern. A very low figure is said to have been paid for this lot of tobacco.

Ramos Machado & Co. sold about 700 bales of Manchados, Picadura, Hojas Sueltas and Botes of Remedios, considered destined to be used for the manufacture of cigarettes. The buyer is reported to be the Trust.

Manuel Menendez Parra bought in one lump a lot of 700 bales of Manicaragua First Capaduras.

Baldomero Grau sold 103 bales of Second Capaduras of Remedios to a local American concern.

M. Pulido & Co. sold about 200 bales of Vuelta Abajo Colas to a local manufacturing firm.

Gonzalez y Miguel sold 150 bales of First Capaduras of Remedios to a local American house, and this morning the Trust was registering the Seconds of this same lot, consisting of nearly 200 bales.

A. M. Calzada & Co. had a rather quiet week as they only disposed of about 86 bales of Second Capaduras. Don Antonio Calzada has been in the

(Concluded on p. 16)

EDEN CIGAR FACTORY

of BANCES & LOPEZ
HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

CABLE ADDRESS "CALDA" TELEPHONE 6071.

A. M. CALZADA & CO.

PACKERS AND DEALERS IN

LEAF TOBACCO

CODE USED A B C 4TH AND 5TH EDITION

OFFICE & WAREHOUSE MONTE 156

P.O.Box 595 HAVANA, CUBA.

JOS. MENDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

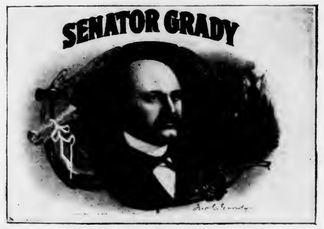
and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

L. J. SMITH & CO.

Red Lion, Pa.



WHOLESALE CIGAR MANUFACTURERS

and

Dealers in Leaf Tobacco

Correspondence With Responsible Houses Invited — Private Brands Made to Order

We have a line of Superior Nickel Goods put up attractively; some with specially designed Bands, etc.

We have increased facilities for supplying live distributors with fast selling products.

ERNEST ELLINGER & CO. Nos. 87-89 Pine Street Office, New York
Importers of HAVANA TOBACCO

E. A. KRAUSSMAN
Importer of
Havana Tobacco
168 Water Street
New York

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of Leaf Tobacco
Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
NEW YORK
Cable Address: "HERE."

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga
Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, June 2.

New York Leaf Market.

There has been considerable activity in the leaf market here this week. A sort of panic excitement prevailed. That is to say, there was a skirmish to get goods, but at prices which had prevailed a few weeks ago. Trading in 1907 Pennsylvania was unusually brisk, and when it was ascertained that the American Tobacco Co. was a heavy buyer, prices were soon affected. This, however, was not the only reason for the increased activity. The general improvement in the cigar industry also had its effect on the market. Ohio tobacco shared in the activity. Buying there has progressed rapidly during the past month, and prices have actually advanced.

Sumatra tobaccos have been having a steady sale and a generally uniform business was done.

In Havana tobacco the market has also improved noticeably. The demand for goods by manufacturers is getting stronger, and all types of leaf have a more ready sale.

• • •

The Cigar Industry.

Although the reports of the internal revenue offices are not yet ready to be given out there is a reasonable certainty that the output for May will show some increase, as more hands are being employed and working hours increased. Orders now coming in are more numerous and for larger quantities.

With renewed hope manufacturers are looking forward to a fairly good summer trade, which, if followed by any degree of increased activity during the fall, may in a measure enable them to make at least a partial recovery over the dragging spring trade.

• • •

With the Retailers.

Business has improved encouragingly during the past two weeks, although retailers declare it is not yet up to previous years. The Saturday half holiday has been a benefit, and short trips out of the city have suggested the desirability of an extra supply of smokes, which is to the retailer's benefit.

• • •

I. H. Hamburger's Golden Wedding.

Isaac H. Hamburger, father of Solomon and Benjamin Hamburger, of the present Havana leaf importing firm of Hamburger Bros. & Co., recently celebrated his fiftieth wedding anniversary. Mr. Hamburger has been retired from active business for the past ten years, but was formerly actively interested in the tobacco trade, first as a cigar manufacturer and later as a dealer in leaf tobacco. Although he is now in his eightieth year, he is still hale and hearty.

• • •

New Chain of Stores.

A new firm, under the name of Davis, Kline & Co., has been formed to conduct a chain of retail cigar stores, and operations will soon be commenced in New York, Brooklyn, Jersey City and Newark. If successful here it is expected that the concern will branch out into other cities.

The two members of the new firm whose names are mentioned above had been connected with the United Merchants Realty Co., which is a branch of the United Cigar Stores Co., and it is generally believed that they have some connection with the United concern.

• • •

Decision Important to Leaf Men.

The court's decision in the case of L. Barth, a leaf tobacco dealer of this city, against the B. & O. and Chicago, Milwaukee & St. Paul R. R. Companies for damages sustained by goods in transit, and which was in favor of Mr. Barth, is of importance to the leaf trade by reason of a different interpretation of law as applied to common carriers engaged in interstate commerce.

Damage was sustained by a wetting caused to a shipment of 200 samples of Wisconsin tobacco shipped from Stoughton, Wis., to New York. It was established that the goods had passed over two roads, and that they had been in sound condition at the time of receipt by the C. M. & St. P. R. R., but delivered in bad condition by the B. & O. Thereupon the court, for the first time, construed the recent amendment of the interstate commerce law, and held that the B. & O. was responsible for the damage, and accordingly entered judgment against the latter road and in favor of Mr. Barth.

• • •

Berger's Active Export Business.

There can be no denial of an unusual activity at the warehouse of the Emil Berger Tobacco Co. The writer was a few days ago taken on a tour of inspection around the premises, and observed the immense piles of cases filled and ready for shipment to Germany by early steamer.

Since entering business Emil Berger, who is the head of the firm, has lost no opportunity to expand its operations and has been faithfully assisted by his uncle, Moritz Berger, who does a great deal of buying of cuttings, scrap, etc., from cigar manufacturers. He had just returned from a trip through Pennsylvania. He is expecting to leave at an early date for South America, for the purpose of concluding negotiations with Government officials there for certain goods which the Emil Berger Tobacco Co. can supply.

• • •

Max Jacoby's New Enterprise.

Under date of June 1, L. Goldschmidt & Co. issued the following circular letter to the trade, announcing the admission to their firm, of Max J. Jacoby, who was formerly of the firm of M. W. Mendel & Bro. The letter is as follows:

"Dear Sir:

We beg to inform you, that Mr. Max J. Jacoby, formerly of the firm of M. W. Mendel & Bro., has this day been admitted as a partner of this firm.

We shall continue to keep a well selected stock of fine quality tobaccos as heretofore.

Thanking you for past favors, and soliciting your future orders, we remain,

Yours truly,
L. Goldschmidt & Co."

• • •

Trade Notes.

Benno Neuberger, of E. Rosenwald & Bro., returned last week from Europe. He had been in attendance at the inscriptions of Sumatra tobacco.

Joseph Mendelsohn, of Mendelsohn, Bornemann & Co., sailed recently for Havana. He was accompanied by Walter Sutter, of Jacob Sutter & Sons, Chicago.

Carlos M. Wintzer, of Havana, Cuba, was in New York several days on special business, but sailed for home on Saturday last.

Max Gans, of Max Gans & Son, left for Porto Rico recently, to inspect their holdings of leaf on that island.

E. A. Kraussman has just returned from a short trip through New York, calling on some of his old friends.

TRADE IMPROVING IN BOSTON.

Retailers Seem to be Coming to Their Own, and General Hopefulness Prevails.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., June 1.

Trade is improving nicely with our retailers, and box trade especially has been good the past week, as many people went out of town for a few days to spend the holiday.

The rain storm on Decoration Day caused considerable discontent to the business people at the nearby summer resorts.

Nantasket Beach opens up this week for the season, with many drawing attractions.

The United cigar store on Adams Square has closed and the business has been transferred to the store corner of School and Washington streets. The United will shortly close their store located in the Lyceum Theatre Building on Washington street; the lease having expired.

S. A. Epstein & Co. have closed up their Boylston street store and are opening up a nice up-to-date drug store on Bowdoin Square.

Julius Weiss, representing Kaufman Bros. & Bondy, has been calling on the wholesale trade, showing a nice line of pipe samples. Mr. Weiss reports that their new Telescope pipe is selling big, and the factory can't turn out this pipe quick enough to fill their orders.

Jno. J. Keenan, with the Campbell Tobacco Co., Newark, N. J., was in town this week introducing the General Garibaldi foil smoking tobacco. He met with fair success in the Italian district.

James Finkelstein, proprietor of the Norma Cigar Co., on Federal street, has asked for an extension. "Fink" has been in business for a number of years and has always borne a good reputation and was especially known as being a hustler. His liabilities are said to be $9,000, and this is regarded as being very small compared with the extensive business he has been doing. Creditors speak well of "Fink" and it is expected that he will be given the extension of time asked for to pay his creditors in full. Among the creditors are the following: John W. Merriam & Co., New York, $1,500; Mendel & Co., New York, $2,000; Wm. Demuth & Co., New York, $147; L. Jeselsohn, Boston, $700; Bieringer Bros. & Co., Boston, $300; McGreenery & Manning, Boston, $450.

The Ware-Kramer Tobacco Co. is making a pronounced hit in this market with the Lynnhaven cigarettes. A neat electric sign for window display is helping along the sale of this brand wonderfully. Messrs. Carnes and Farrant, the Boston representatives, have been working the beach resorts the past week.

John J. Bowers (Whitelaw & Co., N. Y.) is still plugging hard on the Glorifier little cigars. Much advertising matter is being distributed, and this once popular little cigar is fast coming into public favor once more.

Emil Abrahams (Allen Tobacco Co). went to New York to spend Decoration Day. He will return here tomorrow.

J. Roseboom (J. J. Bagley & Co.) received an order for 1,500 pounds of Gold Band scrap chewing tobacco from the Barnum & Bailey Circus, which exhibited here all week.

Louis Miller (B. C. A. Cigar Factory) is making a good showing with the Keystone 5c. cigar. He is doing good missionary work on the same and is the best man the factory has had here in some time.

A neat window display of the famous Phillip Morris cigarette can be seen this week in one of the show windows of the American House.

The King Edward size of the Principe de Gales Havana cigarette is being introduced in this market.

J. Dubreuil (Khedivial Co.) was in town Thursday. He reports a big gain in the sales of the Alma cigarette.

A representative of L. Bogoslaw & Co., New York, was here this week taking orders for Mandarin and Egyptian Diamonds Turkish cigarettes.

Ben Ali.

LARGE LANCASTER BUSINESS.

Movement Reported, but Question is Raised as to Whether Most of the Stock Sold Will Not Go to One Concern.

Lancaster, Pa., June 1.

There was a large volume of business done in the local leaf market during the past week, but whether or not it may be regarded as an omen for good is yet difficult to say. While there were several packings that changed hands, there are also indications that the bulk of it will eventually drift into the hands of one concern, and what the ultimate effect may be is yet a question.

It is pretty well established now, however, that there will be need for the 1906 tobacco that was packed, with indications that prices on those goods will not only not get any lower, but there is a reasonable likelihood that they may advance again. There are a number of holders who refuse to sell at recent prices and declare that as they have held their goods this long they will hold them longer yet, unless prices advance some. It appears, too, that most of the goods changing hands recently were what are called country packings. That is to say, they were put up by packers in the country sections. City packers seem to be still holding on to their goods at present prices.

One large packer was heard to remark last week that if old goods are bringing 18 cents now, the 1906 is certainly worth 16 cents, and so it seems that already an idea of the price on 1906 tobacco is being fixed in packers' minds.

The weather conditions have become more favorable and planting of the 1908 crop has been commenced. With favorable weather continuing there is prospect of the crop getting out a few weeks earlier than was the case a year ago.

C. H. Spitzner & Son, of New York, have been operating quite actively in this market during the past week.

Quite a little of the 1907 tobacco has already changed hands, and still certain packers are holding offers but are undecided.

The cigar trade looks a little better, generally speaking. Not that it has yet increased so greatly in volume, but it is gradually recovering and gaining more vigor.

The union factories generally are having a fair business. Rather dull collections seems to be the principal drawback at present.

A trustee's sale of the cigar factory and business of C. M. Clime & Bro., bankrupts, at Terre Hill, will be held at that town on June 10 and 11, by S. S. Watts, the trustee.

A. H. Hershey contemplates making some extensive improvements in his packing house on New Holland avenue, which will make it one of the best equipped in town. Mr. Hershey says if he does undertake it, it will be carried out on a large scale, as he proposes to do it properly.

The returns of the internal revenue office have not yet been announced, but it is reasonably certain that May will show a fair gain over the preceding months of this year.

Ed. I. Alexander, of Jos. S. Gans & Co., has been on a visit to their Lancaster warehouse, inspecting the progress of the 1907 packings.

Alfred W. Penner, with Dohan & Taitt, has been making the rounds of the trade lately.

John F. Schnupp, with A. B. Hess, has returned from a Western trip.

BRIGHTENING IN YORK.

May Revenue Returns Show Gain of 3,000,000 in Cigar Output as Compared with that of April.

York, Pa., June 1.

A slight improvement is noted in the local tobacco trade, and cigar manufacturers generally have had a larger output during May than during several previous months, as shown by the stamp sales report for May, which is about $78,000, representing an output of 26,000,000 cigars, which, in comparison with about 23,000,000 during April, shows a gain of nearly 3,000,000 cigars. It is, however, about 7,000,000 less than the output of May, 1907.

There were but eight new licenses taken out durng May for cigar manufacturing, as follows: United Cigar Mfg. Co., Dallastown; Henry Herman, Bittersville; Craley Cigar Co., Craley; George A. Reno, Chanceford; Oliver H. Fissel and John F. Stabley, Yoe; T. R. Decker, York and Mabel M. Paules, Windsor.

There were about the usual number of leaf salesmen visiting this section last week, but none are boasting of the large orders they took.

J. F. Sechrist, of Holtz, this county, but who also operates a factory in York, recently returned from a business trip during which he secured a goodly number of orders for goods—sufficiently large to keep his factories running forsome time.

David Ziegler has reopened his cigar factory at Holtz, which had been closed down for about two months.

John Shindler, of Red Lion, is on a trip to Ohio and Wisconsin.

Cigarmakers' Union No. 316, of McSherrystown, has restored to F. J. Sneeringer, of Hanover, the use of the blue label.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER
Monroe D. Sellers, Sellersville, Pa.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
NEW YORK
ESTABLISHED 1840 CABLE: "NARGIL"

LET THE TRADE MARK TRUST EXPLAIN.

Since the recent formation of a Trade Mark Registration Trust which had, of course, calculated to practically monopolize the registration of trade marks for the tobacco trades, the concern has found that its path was not lined with gold as it may have fondly dreamed.

It would appear that the combine for the registration of trade marks for the tobacco trade had cherished the idea that not only could it practically monopolize the service, but that it could also extort fat fees for a common and ordinary service, the same as had been previously rendered by the several publications entering the combine. Recent events indicate, however, that this trust is already pretty well demoralized, and not only has it failed to secure the patronage of some of the cigar and tobacco manufacturers who previously had used the individual papers, but its transient business also shows a slump that must be next to agonizing to the projectors of this "ideal rake off scheme."

Not satisfied with a greedy attempt at monopoly, other tactics have been pursued which might in the mind of a thinking man create a suspicion of the integrity of purpose of the new organization.

We shall merely state the facts, however, and let the Trade Mark Trust explain:

Early in the month of May S. A. Reeves, a well known cigarist of Asbury Park, N. J., made application for the registry of the title "Cubanile" for cigars. Under date of May 7th Mr. Reeves was advised that his application had been "rejected."

On May 13th, at 9 a. m., application was made in the Trade Mark Registration Bureau of The Tobacco World for the registration for cigars of the word "Cubanile," which was accepted, a certificate therefor issued, and it was also published on the same day in that week's edition of The Tobacco World, and mark you, on that same day, May 13th, 1908, there was published in a New York paper the so called "rejection" of the title "Cubanile." But, after Mr. Reeves had received The Tobacco World certificate of registration of the title "Cubanile," he also received a certificate from the Registration Trust, to the effect that they had registered "Cubanile" May 13, at 8 a. m., and the registration was also published in a New York paper under date of May 20, just one week after it was accepted and published by The Tobacco World, and also just one week after it had first been "rejected."

What may have caused the sudden change of heart we cannot say. The motives may have been perfectly proper, but it doesn't look right.

Let the Trade Mark Trust Explain.

THE LOCAL TOBACCO NEWS

A general improvement is noted in the leaf market. Business has increased very greatly in number of sales, but the quantities taken are still small, as a rule. At least it is better than it had been during many weeks, and with a feeling of renewed hope, the trade seems to believe that a change that may prove of some permanency has now set in. No particular boom is looked for at all, but a steady gain would be entirely satisfactory.

THE TOBACCO WORLD

ESTABLISHED 1881 INCORPORATED 1902

Published Every Wednesday

BY THE

TOBACCO WORLD PUBLISHING CO.

No. 224 Arch Street, Philadelphia

Cable Address, "Baccoworld." Havana Office, Prado 36, Altos.

ADVERTISING RATES ON APPLICATION.

By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy.
Foreign Subscription, for all Countries of the Postal Union and Canada, $2.00 the Year.

Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, JUNE 3, 1908.

Philadelphia cigar factories are having their full share of business, judging from reports coming in from other sections. Forces are being gradually increased and a few factories have again begun to advertise for more cigarmakers. That is, indeed, a sign of greater trade wholesomeness, and it is to be hoped that it will last indefinitely. There are many who believe that after the Presidential nominations are made there will be a speedy return to old time business activity and that this year election time will interfere with business generally much less than in some previous years.

The retail and jobbing trade is also doing better. With a more uniform demand for the standard goods, and more or less of specialties to go on, there has been an agreeable gain in the volume of business done.

With the retailers a better box trade has been a redeeming feature during the past few weeks. Counter sales to transient trade have also been better, and altogether they are in more cheerful mood.

Arthur Hagen & Co., on May 30, issued a circular letter to the trade with reference to a special deal on the products of the Booker Tobacco Co., of which this house is the general selling agent here. The letter is as follows:

"To Our Customers:

"We are authorized by The Booker Tobacco Co., Inc., Lynchburg, Va., to offer from this date until July 1st, 1908, 4 per cent. Blue and Scarlet cut plug with Burley Cubs Little Cigars.

"A certificate entitling the retailer to two packages of Blue and Scarlet will be packed in each carton of Burley Cubs, and each purchase of Burley Cubs by the jobber during this period will be accompanied by the Blue and Scarlet gratis, to enable him to redeem the certificates promptly.

"Blue and Scarlet cut plug is a 1⅝ ounce package, packed in five pound cartons, and sells to the jobbing trade at 37 cents per pound, less 10 per cent.

Soliciting your hearty co-operation, we are, Yours very truly,

Arthur Hagen & Co."

H. Guy Vetterlein is now very successfully exploiting the Virginia Earle brand of Vetterlein Bros.

Not for many weeks has the city had so few visitors from among the traveling fraternity as in the present week. In the leaf market the only visitor observed by us was J. Howard Grafflin, representing H. Duys & Co., Sumatra importers, New York.

The Duys importations have always been well received here, and Mr. Grafflin scored again, as usual.

The Theobald & Oppenheimer Co. on Saturday last, opened their fine new factory. It had been planned to have a big demonstration in the way of a parade, but the heavy rain prevented that feature of the event. Otherwise the programme as arranged was fully carried out.

The new factory is a truly modern structure, designed according to ideas supplied by Manager Kolb, of the factory, and in which no detail of perfection was overlooked. It is conveniently located at Fourth and Cambridge streets, near Girard avenue, and possesses unusual facilities for the purpose of manufacturing high grade cigars, and only high grade goods are to be made there.

The employes of the firm and a number of specially invited guests arrived shortly after 10 o'clock, when an inspection of the building was made, after which addresses by members of the firm and representatives of the employes were made. An elegant luncheon was served the entire party at Phaelzer's Harmonie Hall, followed by a dance at 2 o'clock. In the evening refreshments were again served, and the dance continued until 9 o'clock.

Jos. Roy Vetterlein, son of Jos. S. Vetterlein, proprietor of the well known Saborosa cigar factory, was married on Tuesday evening last, to Miss Minnie Riddle Connelly. The ceremony was witnessed by several prominent members of the trade, among whom was Julius Vetterlein, leaf dealer, who is an uncle to the groom.

After a honeymoon spent among popular resorts the young couple will reside here, where the groom is associated with his father in the cigar manufacturing business.

A special meeting of the Philadelphia Leaf Tobacco Board of Trade has been called for next Friday afternoon. A full attendance is urged, as a number of matters in which the trade is interested are to be brought up.

Jos. Loeb, son of Leopold Loeb, of the Loeb-Nunez Havana Company, left last week for Havana; where he will look after the interests of the company, and may be gone for some time.

Carlos M. Wintzer, of Havana, Cuba, was a visitor in this city last week, calling on some of his many old friends. He expected to set sail on Saturday last for his home in Havana.

P. Hochman, a jobber and retail tobacconist who originally engaged in the business on South street, but later removed to 2906 Germantown avenue, has removed to a new store at 2544 Kensington, avenue, which has been remodeled for the purpose.

B. Labe & Sons are in receipt of advices from Jacob Labe, at Amsterdam, that he had secured at the inscription of May 30th, 150 bales of Sumatra tobacco for his firm.

TRADE MARKS REGISTERED.

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade Marks to be registered and published should be addressed to the Tobacco World Publishing Co., 224 Arch street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is $1 for each Trade Mark.

For Searching a title which does not result in registration, 25 cents.

For Transferring and Publishing Transfer of Registration, 50 cents.

For issuing Duplicate Certificate, 50c.

Applicants should be careful to fully specify the use of desired Trade Mark.

SPANISH SPECIALS. 15,652

For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 26, 1908, at 9 a. m., by Somerset Cigar Co., Somerset, O.

IN THE CORRIDOR. 15,653

For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 27, 1908, at 9 a. m., by Boch-Griffin Co., Philadelphia.

FAVORITE CUBANOS. 15,654

For cigars, cigarettes, cheroots and tobacco. Registered May 27, 1908, at 9 a. m., by Max Diamond, Passaic, N. J

KEY WEST MAID. 15,655

For cigars, cigarettes and tobacco. Registered May 27, 1908, at 9 a. m., by Chas. Stutz Co., New York.

TUBERA. 15,656

For cigars, cigarettes and tobacco. Registered May 27, 1908, at 9 a. m., by Chas. Stutz Co., New York.

QUAIL. 15,657

For cigars. Registered May 27, 1908, at 9 a. m., by Urban W. Rossman, Lancaster, Pa.

TOMMY TUFFNUTT. 15,658

For cigars. Registered May 28, 1908, at 9 a. m., by Blumenthal & Co., New York.

INDIANA BELLE. 15,659

For cigars. Registered May 28, 1908, at 9 a. m., by Blumenthal & Co., New York.

MANILA EXPORTS. 15,660

For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 29, 1908, at 9 a. m., by Gran Humo Cigar Factory, New York.

THE SISTERS. 15,661

For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 29, 1908, at 9 a. m., by John P. Snader, Akron, Pa.

MARY WIDOW. 15,662

For cigarettes. Registered June 1, 1908, at 9 a. m., by Meyers Bros., Coudersport, Pa.

REVIEW CLUB. 15,663

For cigars. Registered June 1, 1908, at 9 a. m., by Goodman Howe Co., Boston, Mass.

HAVANA BUNDLES. 15,664

For cigars, cheroots, cigarettes, stogies and tobacco. Registered June 1, 1908, at 9 a. m., by Ano Tero Cigar Co., McSherrystown, Pa.

THREE TWINS. 15,665

For cigars, cigarettes, cheroots. Registered June 1, 1908, at 9 a. m., by Central Litho Co., Cleveland, O.

JOLLY KID. 15,666

For cigars, cigarettes and tobacco. Registered June 2, 1908 at 9 a. m., by Petre, Schmidt & Bergmann, Phila.

YANKEE BARON. 15,667

For cigars, cigarettes and tobacco. Registered June 2, 1908, at 9 a. m., by Petre, Schimdt & Bergmann, Phila.

To Protect the Consumers against the Host of Imitators of this Old Time Famous Popular Brand of Cigars

Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark

Juan F. Portuondo CIGARS

Registered in U. S. Patent Office

Established 1869

MANUFACTURED ONLY BY

The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia

NATIONAL FAD. 15,668

For cigars, cheroots and tobacco. Registered June 3, 1908, at 9 a. m., by H. & E. Kerns, Milwaukee, Wis.

UNITED STATES FAD. 15,669

For cigars, cheroots and tobacco. Registered June 3, 1908, at 9 a. m., by H. & E. Kerns, Milwaukee, Wis.

Not Eligible.

Royal, Standard, Panatellas, Imperials, Reina Viola, Don Josef, Lincoln Park, La Caoba, B. & C., Belle of Wabash, Relator, Manilla Imports, El Murado, Riverside, Twin Sisters, Kantbebeat, Helmet, Puck, Budweiser, Half Back, Rooster, Festivo, Sea Dog, El Desiro, Clasico, Buckskin, American Fad, Frisco, El Fresco, Chief Keokuk, Royal B, Nickle-In.

Cancelled.

SAN ARMO and HAVADURA.

Registered May 11, 1908, by Moehle Litho Co., of New York, have been cancelled.

BERKS COUNTY CAPITAL.

Improved Conditions Noted in the Reading Cigar Factories.

Reading, Pa., June 1.

The cigar trade here has again somewhat improved, and the month's output will no doubt show a gain that will be at least encouraging.

Visiting salesmen declare manufacturers are not yet buying largely, owing to an apparent uncertainty in trade conditions; yet all who have been here have done some business.

L. F. Mueller, with Cullman Bros., of New York, was among the week's visitors in the cigar trade, and so was Alfred W. Penner, who succeeded Mr. Mueller last spring as a representative of Dohan & Taitt, of Philadelphia.

John G. Spatz, of J. G. Spatz & Co., is expected home this week from a business trip.

H. W. Wentzel has removed his cigar factory from 332½ South Eighth street to 1125 Cotton street. He reports a good lot of orders in hand just now.

Henry Rindskopf, a leaf dealer at Fifth and Washington streets, has had a steady trade among his old customers.

A. Z. Shirk, of Henry Heymann's Sons, Sinking Spring, returned last week from a business trip in the West.

BOX MAKERS TO MEET.

Western Association to Hold Convention in Milwaukee.

Milwaukee, Wis., June 1.

The Western Cigar Box Manufacturers' Association will hold its annual convention at Milwaukee on June 25th and 26th, at the Plankington Hotel. A good attendance is hoped for, as matters of great interest to the trade are likely to be brought up for consideration. Present conditions in the trade will no doubt have the effect of increasing interest in this meeting.

SPECIAL NOTICES.

(12½ cents per line, 8 point measure)

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EMIL BERGER TOBACCO CO.

6-8-10 Gouverneur Slip, New York

7-6-1h Tel. 722 Orchard

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

Bankrupt Sale.

REAL ESTATE and PERSONAL PROPERTY

of C. M. Clime (Ind. etc.)

Terre Hill, Penna.

Real Estate

Consisting of Warehouse, Factory Building and Dwelling,

WEDNESDAY, JUNE 10, 1908

at 2 o'clock, p. m., on the premises in the Borough of Terre Hill, Pa.

Personal Property

THURSDAY, JUNE 11, 1908

at 10 o'clock, a. m.

116 cases Leaf Tobacco, 24 bales Florida Wrappers, Stripped Fillers and Scrap Tobacco, Cigar Box Labels and Bands, and Entire Factory Equipment.

S. S. WATTS,

5-27h Trustee in Bankruptcy.

L. BERNFELD

Cigar Broker

West Haven, Conn.

2-5tf

MONROE ADLER

Cigar Broker

36 La Salle St. Chicago, Ill.

12-18he

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

WANTED—The addresses of Union Factories which make Florida wrapped goods at $20 per M. Only financially responsible firms, and those capable of turning out 10 M. a week, need apply. Address O. M. N., care of Tobacco World, Phila. 5-13tf

STOP AT THE

NEW PRINCESS HOTEL

WHEN AT

ATLANTIC CITY

South Carolina Ave., 200 feet from Beach

The Princess Hotel is newly furnished throughout with rare taste, and possesses all modern requisites for convenience and comfort of the guests. Golf privileges and privilege of the Atlantic City Yacht Club extended to the guests.

American and European Plan

A BOOKLET will be gladly furnished upon application

Rates: Running from $12.50 to $30 per week, according to location of the rooms.

For further information address

CROWELL & COLLIER

THE PRINCESS HOTEL

Atlantic City, N. J.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

Monroe D. Sellers, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists
Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers
Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & Co.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart
Dallas Cigar Co
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

CIGAR MOLDS
Highest Grade Mold at Lowest Price.
Write for Catalogue of 1,500 Shapes.
The American Cigar Mold Co.
1931--1935 Western Ave., and
1201--1209 Dayton Street,
Cincinnati, Ohio.

GREAT TOBACCO CASE CLOSED

(Continued from p. 5)

McReynolds's Final Argument.

Mr. McReynolds declared that the independent retailers could not compete with a concern which was backed by all the capital of the American Tobacco Company. This company, he said, had tried to conceal its connection with the United Cigar Stores Company. He read a letter written to one Estabrook, in Boston, which assured Estabrook that the American Tobacco Company had no connection with the United Cigar Stores Company, which, Mr. McReynolds said, displayed and pushed the goods made by the American Tobacco Company He also read another letter written by one of the subsidiaries of the American company to a London agent, telling the latter to be careful not to expose the connection between the two.

"The American Tobacco Company has put this guerrilla in the retail field. In six years its income has grown to $16,000,000. Pretty good for a start of $50,000."

Mr. McReynolds went on to explain the absence of certain testimony in the record.

"If I should attempt to prove here all the things that these people have done in the past few years it would make a record that would take seventeen or eighteen years to go through. Many of the independent manufacturers were not called. I questioned the right of bringing here a man who was fighting hard for his commercial life, and of forcing him to reveal his secrets to those who were waiting to use them. God knows, they have a hard enough struggle without that!

"If there is not enough in this record to show the illegality of this company, then every industrial concern of this country can go free. In a few years they will own all the tobacco trade of the country. In eighteen years the company has got control of most of the smoking tobacco in the country and a great part of the chewing tobacco and snuff trade. They have been in the cigar business and their annual output is a billion cigars. Now they are going after the retailers. Unless the Government has power to regulate this company it means the destruction of every independent manufacturer and dealer in the tobacco business."

"The farmers are under the domination of this company," continued Mr. McReynolds. "It spends $10,000,000 a year in giving away goods and advertising. Their learned counsel says: 'Let the sun of prosperity shine through once more.' If it shines any more on these people what is going to become of the rest of us? This company is controlled by seven or eight men. They each get $700,000 or $800,000 out of this company each year. It pays 22½ per cent. a year, pays dividends of $9,000,000 and annually adds $6,000,000 to its surplus. They talk about the prosperity of Scotland & Dillon. That concern has $50,000 capital. Why, the American Tobacco Company can spend more in sixty days than the independent's whole year's income if at any time we want to 'best' them. Why, there isn't an independent concern in the country that they could not put out of business in a month if they want to, and they have shown in many cases that they do want to."

Mr. McReynolds discussed further the evidence of the case, and said that many of the witnesses whom he had to call were hostile to the Government.

"They called Mr. Duke," he said. "I did not cross-examine Mr. Duke because there are several parts of this case that may have to be investigated later."

Mr. McReynolds said that the American Tobacco Company had almost absolute control of the purchasing field and could dictate practically the price that it should pay for the leaf tobacco it bought. It has forced the price down, he said.

"If it is not checked," he said, "no man is wise enough to know where it will end. This is the cause of the present uneasiness of the tobacco farmers. Is it strange that the farmer is praying to God and keeping his powder dry so that a 'little of the sun of prosperity' may be let in? It is for reasons like this that the Sherman Act was passed. I don't say the farmer is right; he is wrong. But he is not more wrong than the man who sits at 111 Fifth avenue and tries to bring to his own hands all the money that these men earn with their backs aching and their brows sweating." Mr. McReynolds told of the fight between the company and the union. He said that by buying union shops and keeping the ownership secret they tried to fool the union buyers and the union retaliated.

Mr. McReynolds traced the growth of the American Tobacco Company and told how it branched out until, he said, it not only controlled the tobacco business but also the tinfoil business, the cigar box business, the licorice business and the bag business, and is now trying to control all the businesses auxiliary to the tobacco business.

"They not only wanted to improve their farm," he said, "but they wanted to get all the adjoining land, and they're getting it. They make 95 per cent. of the snuff, and in the cigar business in seven years their annual business has increased to a billion cigars. They control 70 per cent. of the cigars exported to Cuba and they have obtained control of the English trade by getting control of the Imperial Tobacco Company."

Mr. McReynolds took up the legal part of the Government's case. He said that if five companies got together and appointed a common agent to buy and sell for them it was illegal on the ground that it was in restraint of trade by suppressing competition. They claim, however, he said, that if one of the companies buys control of the other four it is not illegal because it has power under the charter granted by the "Sovereign State of New Jersey, where any one that has $50 can get a charter," the company has a right to buy.

"I claim that this combination is in restraint of trade and that the 'Sovereign State of New Jersey' has no right to grant a power which it does not possess."

"What control," asked Judge Noyes, "does this company have over the trade from one State to another?"

Mr. McReynolds explained that the company had selling agents, and that it could control the trade by shifting the system of discounts to the wholesalers who handled independent goods.

Mr. McReynolds's argument was that any interference with interstate commerce by a concern gave Congress power to control whether or not the concern was actively engaged in interstate commerce.

Mr. McReynolds outlined possible methods of procedure by the Court in case it should decide in favor of the Government. He said that the Court could issue a premanent injunction restraining the company from carrying on interstate business until it ceases to violate the law. On the other hand, he said, the Court might appoint a receiver and instruct him how to legally run the business.

Attorney DeLancy Nicoll, for the American Tobacco Co., also spoke at some length on the law and its application in former decisions in determining certain points brought out by the Government. He was followed by Judge Wallace, who also discussed the law. Attorney Hornblower presented the defence on behalf of the Imperial Tobacco Co., and S. M. Stroock on behalf of the United Cigar Stores Co.

E. ROSENWALD & BRO.

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

A. J. HINSEY
Maker of
PEOPLE'S CHOICE
Plain Scrap
Smoking and Chewing Tobacco
ESPECIALLY FINE QUALITY FOR THE PIPE
We make a Fine
SCRAP FILLER FOR CIGARS
Factories & Office, **AKRON, PA.**

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an
Exclusive line of

NICKEL GOODS

Which can be recommended for
Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

Established 1895 Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

HAVANA CORRESPONDENCE.

(Continued from p. 9)

country during the greater part of the week, spending his time making a careful examination of the conditions in the Vuelta Abajo district.

Puente, Granda & Co. sold 100 bales of First Capaduras to a local firm, who, it is believed, is buying for export to Germany.

Celestino Medio & Co. sold about 200 bales of Vuelta Abajo to the local representative of the Spanish Regie. The firm of Aixala & Co. also sold about 150 bales to the same party, also for the Spanish Regie.

R. Alvarez Fernandez sold about 160 bales of First Capaduras to a New York buyer.

Fernandez Gutierrez & Co. sold about 200 bales of "Calidad" tobacco, of Vuelta Abajo, for shipment to New York. The deal was closed through a local comission house.

Oyarzun, Sanchez & Co. sold to a local firm, who are both exporters and manufacturers, a lot of new Partidos, of this year's packing, consisting mainly of Resagos and wrappers. It is not known if the buyer intends to use them or if same was bought for export.

Orencio Nodarse, who has a large packing in Santiago de las Vegas, sold to the firm mentioned in the preceding paragraph 103 bales of a running vega consisting largely of Resagos and wrappers. The price is not known for either one of these transactions.

Garcia & Co. bought, several days ago, 43 bales of new Vuelta Abajo fillers. Price is unknown.

M. Fernandez opened recently his packing season and started a packing at Consolacion del Sur. He received a small lot of new Vuelta Abajo fillers this week, which he immediately sold to a local firm.

Jimenez y Triana were unloading during the week quite a number of carts before their stores on Dragones street. The firm told me that these were some early receipts from the Remedios packing of this year, of which they are beginning to receive some small lots.

H. Upmann & Co. have been buying quite heavily during the entire week. They bought several lots of Remedios Second Capaduras and also purchased two lots of new Partidos wrappers.

J. F. Rocha & Co. sold during the week 250 bales of Vuelta Abajo tobacco to a Tampa manufacturer and some local buyers.

Sobrinos de A. Gonzalez had a comparatively quiet week. They sold 214 bales of different sorts of tobacco.

Manuel Suarez & Co. bought some tobacco this week, as "El Grillo" has been seen in several places busily examining tobacco. Joe Mendelsohn arrived this morning from a vacation in the United States. Walter Sutter, of Jacob Sutter & Sons, Chicago, also arrived on the same steamer.

D. L. Goldberg, of the firm of S. L. Goldberg & Sons, New York and Havana, has been around the market and is reported to have operated quite extensively since his arrival. He has been seen registering tobacco in several warehouses and one of his purchases consisted of over 500 bales. He has closed several deals since he reached here and, I am told, when he will depart tomorrow, via steamship Mexico, he will have annexed close on to 1,500 bales. Mr. Goldberg also took a few days trip to the Vuelta Abajo district.

John Fielding has been the guest of Sidney Rothschild during the past week, and I understand they have operated to quite an extent since the arrival of Mr. Fielding, in the leaf market.

Harry Bremer only arrived on Wednesday, but he has, it is claimed, already obtained options on several lots.

J. Lozano, of F. Lozano, Son & Co., Tampa, has already bought about 400 bales of tobacco of the best he could find to suit his needs, and he is now looking over the new crop question. He has closed a deal with a packer of some excellent Vueltas, for delivery later on.

RECEIPTS FROM THE COUNTRY.

	Week ending May 23 Bales	Since Jan. 1 Bales
Vuelta Abajo	364	19,233
Semi Vuelta	127	1,953
Partido	76	1,131
Matanzas	—	335
Remedios & S. Clara	110	20,924
Mayari	26	2,108
Total	1,403	45,684

—The cigar manufacturers of Joliet, Ill., have been solicited to join a new movement having for its principal object protection against trust encroachment.

GENUINE CONNECTICUT BROAD LEAF TOBACCO SEED

Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal order to

WM. L. HUNTTING, E. Hartford, Ct.

WILLIAM L. HUNTTING

Packer, Dealer & Grower of

Leaf Tobacco

Have on hand choice Broad Leaf wrappers and binders, cheap for cash. Choice tobacco seed a specialty.

Office, 812 Main St., E. Hartford, Ct.

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ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

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Office and Warehouse:

FLORIN, PA.

Located on Main Line of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a pleasure to look over our Samples

Samples cheerfully submitted upon request

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CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specialty

32 and 34 East Chestnut Street, Lancaster, Pa.

W. B. HOSTETTER & CO.

Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue,
York, Penna.

We Make SCRAP FILLER for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

Nos. 49 and 51 West James Street
Lancaster, Pa.

H. H. MILLER

Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock

327 and 329 North Queen Street
LANCASTER, PA.

MILTON H. RANCK

Packer of

Penna. Broad Leaf

Dealer in All Grades of

Domestic Cigar Leaf Tobaccos

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LEAF TOBACCO

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United 'Phones *LANCASTER, PA.*

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Packing House, Millersville, Pa.

Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA.

MAIN OFFICE: **Lancaster, Pa.**

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Packers and Jobbers in All Grades of

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Manufacturers of Cigar Scrap Tobacco — **York, Pa.**

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Jobber in Sumatra, Florida Sumatra and Havana

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MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

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La Imperial Cigar Factory

J. F. SECHRIST, Proprietor

Manufacturer of **FINE CIGARS**

Holtz, Pa.

LEONA BLAND

Pretty Bessie, York Nick . . . Best Known . 5c.

TWO CRACKER JACKS---2 for 5 Cents.

OAK MOUNTAIN BOUQUET BOSTON BEAUTIES PURO PORTO RICO CROOKS

Correspondence with the Wholesale and Jobbing Trade Only Invited

The Moehle Lithographic Company
Clarendon Road & East 37th St. Brooklyn, N.Y.
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Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

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LANCASTER, PA.

CIGARETTE PAPER.

France Makes the World's Supply, and Does It Well.

Rice paper, with which cigarettes are made, has nothing to do with rice, but is made from the membranes of the bread fruit tree, or more commonly of fine new trimmings of flax and hemp.

France makes cigarette papers for the whole world says the London Tribune, the output of Austria and Italy being insignificant.

Cigarette paper should be of the very best and purest quality obtainable, and every effort is made by manufacturers to provide a paper free from injurious elements and effects.

All the alleged harm of cigarettes is due to bad paper, the deadliest thing a smoker can consume. This manufacturers have recognized, and the cigarette paper is now as pure and perfect as possible.

So light is it that five hundred of the tiny sheets go to the ounce. They are perfectly combustible and give off the minimum smoke. Before being rolled with tobacco they are analyzed to prove that they are free from all deleterious ingredients and that they contain nothing but the purest paper fibre.

Only new material—flax and hemp trimmings—is used, and these are thoroughly purified. Chopped by machinery into minute particles, they are well mixed by a revolving fan and then reduced almost to dust. This is placed in a solution of lime and soda.

In order that every foreign substance may be eliminated, it undergoes a thorough washing process, the water being obtained from artesian wells sunk for the purpose. The pulp is again crushed and rolled out into paper. This is of a grayish tinge and the pure white of the finished leaf is obtained by an electric process, which also cleanses it of all possible impurities.

The cigarette making machines are among the most wonderful products of human ingenuity and mechanical skill. With a single exception they are of American invention.

The machines work on two principles. In those of one class an endless roll of tobacco is enveloped by an endless ribbon of paper and chopped up into cigarettes of the required length. Other machines roll the tobacco separately and press it into its paper case. The former are the faster makers, but they turn out a larger proportion of faulty cigarettes.

At one end of the machine a girl sprinkles the fine cut tobacco on an endless cloth, which carries the tobacco under rollers to be combed and curried of every knot and lump. Gliding along a groove through U-shaped wheels, the tobacco becomes a continuous roll or rod, which is carried forward to the paper.

This is bearing the tobacco onward when the machine clips the paper enveloping the tobacco; moving past a

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA

NEW YORK
CHICAGO
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STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nes. 84—86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
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Color and Cancelling Stamps
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QUAKER CITY
STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,

Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890
Capacity, 20,000 per Day

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.

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Our Plantations are in the most famous growing section
Fine Handling Superb Quality

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HERMAN DELLE

York, Penna.
Maker of
Delman 5c.
Herdel 5c.
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UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

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Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: *The* **Bear.** *The* **Cub. Essie,** and **Matthew Carey**

W. R. DAUGHERTY & BRO.

Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

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MAKER OF
Fernside and Lord Wharton
Five Cent Goods
Sold to the Jobbing Trade only.
Correspondence invited

C. E. MATTINGLY & CO.

Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

R. E. JACOBY

Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Established 1870 — Factory No. 79

S. R. KOCHER

Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

Keyno
HAVANA SHORTS
2 oz. 5c.

Norristown
Tobacco Works
NORRISTOWN, PA.
Manufacturers of
Havana Shorts

Private Brands for Jobbers a Specialty — Samples submitted on application

OLDEST MANUFACTURERS OF
PEACH and PRUNE FLAVORS
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK.

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

brush which imparts a tiny streak of starch paste, the edges are pressed down and the continuous paper enshrined roll of tobacco moves forward beneath a knife, which, descending at intervals, cuts it off into cigarette lengths. These fall into a receptacle, and in many cases are counted and packed by machine also.

The machines turn out from 200 to 800 cigarettes a minute. One machine crimps instead of gums the paper and thus removes one objection to cigarette smoking.

The introduction of these machines, necessitated by the increasing demand for cigarettes, has greatly decreased the cost. Made by hand the cigarettes cost 2s. 6d. a thousand, while the same number is mechanically made for 2½d. By hand from 1,500 to 2,500 cigarettes can be made a day, the output varying according to the method adopted. In the same time a machine will turn out 180,000 cigarettes.

Some cigarette makers roll the tobacco with the paper, while others form the paper into a cylinder, then roll the tobacco the required size and push it into the paper tube.

Edison Dislikes Cigarettes.

Thomas A. Edison, the widely known inventor, in an interview recently given a New York reporter said:

"I want to tell you that one of the greatest things today is this temperance movement. If it keeps on spreading, as it gives promise of doing, it's going to bring about a wonderful change in this country. There's nothing that means more to the future of the country.

"And the anti-cigarette law is another good thing. Tobacco's all right. It never hurt any one. But cigarettes are poison. We've either got to have anti-cigarette laws or more acreage for asylums for juvenile degenerates."

Leaf Tobacco Markets

CONNECTICUT VALLEY.

Some work has been done in the setting line. One farmer in the "old street," Hatfield, has at this writing 9 acres set, and one other has 5 acres. Several more have started, but on a moderate scale, with from 1 to 2 acres. I hear of some setting being done in Whately and other adjoining towns, but only in limited quantities.

This week will have seen a large proportion of the setting done, and that will be early enough. I have not heard any complaint because of the cut worm, but I presume he will get busy as soon as we shall care to hear from him, for he has never let a good opportunity pass by without getting in his work. It is yet quite early for these worms, but in early land there are some. E. H. Smith, of Feeding Hills, has set several acres. He has to start early in order to get through some time. Plants seem to be plenty wherever I have heard from, so it will not be a shortage of plants that will bother the farmers this year as it did last year, and those who were short last year and had to buy have made strenuous efforts to have them at home, thereby saving not only time but expense as well.

We had a splendid shower, and now the ground is well filled with water. For three days we had soft rainy weather, not much water falling, however.

Our correspondent writes:

North Hatfield: "Tobacco setting has started off well for the time of the year. Among those who are engaged in setting are: E. B. Dickinson and his brother Cooley. R. M. Swift must have this evening 4 acres set, and he calculated to finish this week. John Brennan has plants forward enough to set, and will commence soon. W. Holden is all ready to start setting, as are also F. A. & A. C. Crafts. They will set Tuesday, and will probably set right along until they finish. The fields are in fine condition at present, and do not require very much water in setting."—American Cultivator.

BALDWINSVILLE, N. Y.

The weather has been favorable for the plant beds during the past week and the beds are all making a good showing. With an abundance of plants the acreage will probably be up to last year. The market is quiet.

In South Granby plants are coming forward fast these warm days, and are more forward than at this time last season. Quite a number of cases of the '07 crop in this vicinity yet remain unsold.—Gazette.

EDGERTON, WIS.

There is a gradual withdrawal from the buying movement and only a few concerns are now actually engaged in lifting the remaining fraction of the crop, which is about as closely picked up as is usually the case when it is said a crop has been absorbed. What there is left is largely of assorted lots for which considerably better figures are paid than the average of the season. The American Cigar Co. has taken over quite large quantities the past few weeks.

Old leaf is moving sparingly in the local markets, though at figures that can hardly be said to be satisfactory.

Warehouse handling is being pushed along as expeditiously as possible under the embarrassment of short help conditions. Culton & Weil have opened up sorting rooms at Deerfield, Janesville and Fort Atkinson recently to assist in caring for their large holdings.

Weather conditions have been suitable for the rapid advancement of the plant beds during the week, which now bid fair to be in readiness at the usual date of transplanting.

Shipments 1,126 cases.—Reporter.

—The Corner Cigar Company, Union and Fourth streets, Nashville, Tenn., has been granted a charter of incorporation, with a capital of $3,000.

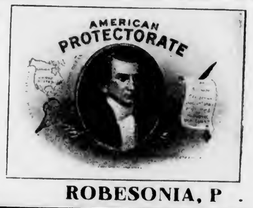
For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

H. L. WEAVER — Factory 3955 — E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

ESTABLISHED 1889 — INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade Seed and Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

American Protectorate
A Choice 5c. Cigar
Handsomely Packed and put up in Several Popular Shapes and Sizes
Manufactured by
Himmelberger & Noll.
ROBESONIA, P.



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312-316 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
NEW YORK
CIGAR LABELS AND BANDS

The Gilt Edge
Cigar Box Factory
CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

It Will Remove Rankness from Tobacco
Take Away Mustiness and Give Cigars Havana Flavor.
CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
Chaskel Chemical Works
265 West Broadway, New York

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way
Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

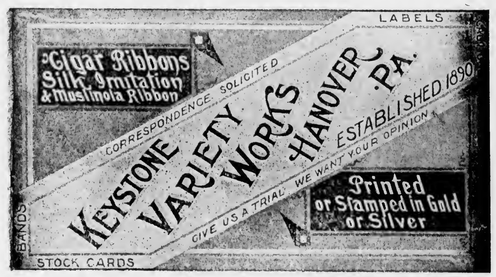
CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc.
MANUFACTURERS
814-832 N. LAWRENCE ST., PHILADELPHIA
SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
CIGAR RIBBONS

CIGAR BOXES

A. KAUFFMAN & BRO.
YORK, PA.

CIGAR BOX LUMBER

WM. STEINER, SONS & COMPANY
Lithographers
257 to 265 West 17th Street, NEW YORK
SPECIALTIES
CIGAR LABELS ADVERTISING NOVELTIES
IMPORTED AND DOMESTIC BANDS



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H. S. SOUDER
MAKER OF
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SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

ADEN BUSER Manufacturer of
Dealer in LUMBER LABELS EDGING ETC.
Cigar Boxes and Cases
R. F. D. No. 3
YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

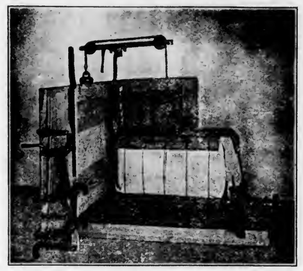
Established 1877 New Factory 1904

H. W. HEFFENER
Howard and Boundary Aves.
YORK, PA.
Steam Cigar Box Manufacturer
DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS,
EDGINGS, BANDS, ETC.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
Labels, Ribbons, Edgings
716—728 N. Christian St. LANCASTER, PA.

Minnich Baling Press
PATENTED MARCH 9, 1897



For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed
Presses
FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

Minnich Machine Works
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

We Make The Best Peach & Prune Essences In the Market
ACME EXTRACT & CHEMICAL WORKS
E. G. Eckert, Proprietor Hanover, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
Correspondence Solicited
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Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Clear Havana . 10c.
"S. B." Seed and Havana . . . . . 5c.
"KATHLEEN O'NEIL" . . . . 5c.
"VUELTA SPRIGS" The Mellow Cigar . 5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .

STAUFFER BROS. MFG. CO.
NEW HOLLAND PA.

For Sale by All Dealers

VIRGINIA

PERIQUE

MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

CIGAR BOXES

A. KAUFFMAN & BRO.
YORK, PA.

CIGAR BOX LUMBER

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257 to 265 West 17th Street, NEW YORK
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Steam Cigar Box Manufacturer
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Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
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Sole Owners and Manufacturers.

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STAUFFER BROS. MFG. CO.
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INTENTIONAL SECOND EXPOSURE

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THE TOBACCO WORLD

W. A. LAHR

Wholesale Cigar Manufacturer

Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence Invited with the Wholesale and Jobbing Trade.

Samples Free to Responsible Houses.

THE TOBACCO WORLD

Established in 1881. Vol. XXVIII., No. 24. | PHILADELPHIA and NEW YORK, JUNE 10, 1908. | One Dollar per Annum. Payable in Advance.

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Thimbles made to order to fit any desired shape of cigar head

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812-814 Winter Street PHILADELPHIA, PA.

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CENTRAL UNION .	Cut Plug
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UNION MADE GOODS INDEPENDENT FACTORY

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Samples gladly submitted on application

Importations Over 5,000 Bales Annually

H. DUYS & CO.

No. 170 Water Street, NEW YORK

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Growers and Packers of

FLORIDA TOBACCOS

Write for Samples

SCHROEDER & ARGUIMBAU

178 Water Street, New York

CHARLES M. GUDKNECHT, PRESIDENT

LA HILDA CIGAR FACTORY
(INCORPORATED)
MANUFACTURERS AND IMPORTERS
231 CHESTNUT STREET
CORRESPONDENCE SOLICITED PHILADELPHIA

W. W. STEWART & SONS
Reading, Pa.
Makers of
JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
ELI PERKINS
5c.

High Grade Seed and Havana Cigars
Correspondence with Responsible Houses Solicited

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

Wanted—CUTTINGS—SCRAPS—SIFTINGS
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, NEW YORK
Tel. 722 Orchard

For Sale { CIGAR SCRAPS—Clean and Sound
Write Us for Prices
EMIL BERGER TOBACCO CO., 6-8-10 Gouverneur Slip, NEW YORK

THE TOBACCO WORLD

Vol. XXVIII., No. 24 PHILADELPHIA, JUNE 10, 1908 One Dollar the Year

TOBACCO TRUST REPORT.

Bureau of Corporations Expected to Issue First Installment.

Washington, June 5.

It is anticipated that the Bureau of Corporations will shortly issue the first installment of its report on the tobacco trust. This is expected to deal with matters of organization and the history of the concern. Not only the first installment, but also the succeeding parts will be matter entirely new to the public and to the officers of the Government so far as the Bureau of Corporations is concerned. Comparatively little material regarding the tobacco trust was supplied by the Bureau to the Department of Justice. That Department proceeded on its own hook and itself got most of the data on which it built up the suits filed last summer against the concern.

UNCLE SAM AFTER CIGAR MEN.

Dealers Who Remove Box Tops to be Prosecuted.

Washington, June 5.

The Internal Revenue Department has planned prosecutions for alleged infractions of the internal revenue laws all over the United States. Officers have made seizures at two local drug stores for selling cigars in contravention of the internal revenue laws.

The ruling of the department under which the seizures were made relates to the removal of the entire tops of boxes to which the major portion of the stamp was affixed, thereby leaving the packages unprotected by proper stamps. The government contends that this is prima facie evidence of the non-payment of taxes.

Cigar dealers contend that when a box with lid attached is placed on show a great portion of space is taken up unnecessarily, and a practice of doing away with the lid has been universally followed. The internal revenue agents, however, have been instructed that all such cases shall immediately be reported and the cigars detained.

FINED $500 IN KENTUCKY.

Shelby County Grand Jury Imposes Fine on A. T. Co.

Shelbyville, Ky., June 4.

After being out over a day, the jury in the case of the Commonwealth against the American Tobacco Company, brought in a verdict fining the corporation $500 for violation of the State anti-trust law. Judge W. H. Holt, of Louisville, sat as special Judge in the case, which was one of the most bitterly contested in the Shelby Circuit Court. The case had been on trial for three days.

Commonwealth's Attorney C. H. Sanford has been very active in anti-trust prosecutions throughout the Twelfth district.

BURLEY TOBACCO OUTLOOK.

Estimate that 5,000 Acres Will be Set Yielding 5,000,000 Pounds.

Frankfort, Ky., June 3.

From reports received from nearly all the counties which compose what is known as the Burley tobacco district, the Commissioner of Agriculture, M. C. Rankin, estimates that the crop of tobacco which will be raised this year all over Kentucky will not be more than 5,000,000 pounds, and the greater part of this will be grown in counties which are outside the Burley district proper. The estimates are that about 1 per cent. of the usual crop in the Burley district will be planted this year, but in some other counties of Kentucky Burley tobacco is grown in small quantities, and this will run up the total. The total acreage will be, according to the Commissioner's information, about 5,000 acres, although it is believed that this will be too high. The total acreage last year was about 135,000 acres. As tobacco will average, in a good year, about 1,000 pounds to the acre, it is estimated that with 5,000 acres planted and a good year for tobacco, as the present season promises, the total crop in Kentucky will be about 5,000,000 pounds.

This amount is such a small percentage of the usual crop that even if 5,000,000 pounds is raised it would be only a drop in the bucket. The 1907 crop was 137,000,000 pounds, estimated, and as compared with this the small amount which will be grown this year, seems to be almost none at all. The 5,000,000 pounds, if that much actually gets on the market, would be eaten up so quickly that it would have no effect on the price, and would be trivial, as the American Tobacco Company would make short work of the small crop.

In some counties which are not in the Burley district proper there is tobacco grown this year, and many farmers in Carter, Lewis and even in Hart county, have put out tobacco. But many men who now have beds will not plant, through the influence of various things which tend to prevent them from going into the tobacco raising business. The Agriculture Department here says that the 1908 crop is practically cut out, and the amount to be raised is negligible. The Burley people are pleased with this, and say that there is no longer any doubt about the success of their plan to put the price of tobacco up.

NEW ELMIRA WAREHOUSE.

Contract Let for Large Structure for Herbert C. Ware.

Elmira, N. Y., June 5.

A contract has been made by Herbert C. Ware with the Crompton Realty and Building Co. for the erection of a large tobacco warehouse on an alley off William street, between Church and Second streets. The building will be of brick and measure 106 by 40 feet, and will be three stories in height. Work has already been commenced.

THE TOBACCO WAR.

More Ohio Soldiers Ordered Out.

Columbus, O., June 8.

The Sheriff of Brown county today appealed to the Governor for more troops to resist night riders in the section where the tobacco war is on. The Governor has ordered out one more company of the First Regiment.

The call was the result of a decision of Maj. Becht and Col. Hake, of the First Regiment, in charge of the troops in the tobacco region, who decided that the situation is serious and more soldiers are needed to control the night riders.

The soldiers have been given orders to shoot to kill any person caught destroying tobacco beds, if he refuses to surrender when so ordered.

Factory and 70,000 Pounds of Leaf Destroyed.

Clarksville, Tenn., June 5.

The tobacco factory of Palmer & Hazelle, Calloway county, Ky., was burned Monday night. The origin of the blaze is unknown, but it is supposed to have been the work of night riders. Irvin Palmer, a member of the firm, came to Clarksville for the purpose of disposing of his purchases here, and he received a telegram stating that his factory had been destroyed, but giving no particulars. Mr. Palmer stated that his factory was valued at $2,500, and contained about 70,000 pounds of tobacco, the loss being estimated at $10,000, with an insurance of $5,000.

Barn and Tobacco Destroyed.

New Castle, Ky., June 2.

A barn on the farm of John Warner, about three miles northeast of New Castle, was destroyed by fire on Monday afternoon. It contained 12,000 pounds of tobacco belonging to Dr. I. W. McGinnis. The barn was insured for $500 and the tobacco for $1,000.

Both Mr. Warner and Dr. McGinnis are leading members of the Society of Equity and it is the belief of some that the burning of the barn was an act of retaliation on the part of enemies of the Equity movement. There has been considerable friction in that particular neighborhood and a number of plant beds have been scraped. Mr. Warner was at home when the fire was discovered, but was at work on a distant portion of the farm.

Charter Asked for $600,000 Company in Georgia.

Atlanta, Ga., June 5.

Application was made Thursday for a charter for a $600,000 tobacco concern. The name of the company is the Quincy-Florida Tobacco Company, and its incorporators are R. K. Shaw, of Fulton county, and J. S. and C. R. Shaw, of Gadsden county, Florida.

The company proposes to issue $300,000 of preferred and a like amount of common stock, with the privilege reserved of increasing each kind to $600,000. Its main office will be here.

BIG SALES OF BURLEY LEAF.

Four Million Pounds Low Grade Disposed of Last Week.

Lexington, Ky., June 5.

It was learned from G. A. Brooks, Secretary of the Kentucky Burley Tobacco Society, who was in this city, that the sale of pooled tobacco concluded Tuesday was even greater than at first announced. Mr. Brooks says that the quantity sold was 4,000,000 pounds, or 4,000 hogsheads, instead of 400,000 pounds, as reported here. The sale comprises all of the pooled tobacco of the 1906 crop of the grades rated at 14 cents and under. The portion of the 1906 crop remaining in the pool is graded at from 16 to 30 cents. Of the entire 1906 crop, aggregating 52,000 hogsheads, 24,000 hogsheads have been sold. The high-grade tobacco which now remains is expected to sell quickly, and the 1907 crop will then be placed on the market. Mr. Brooks stated that he does not know positively that the American Tobacco Company purchased the 4,000 hogsheads just sold, as it was bought through an Eastern broker who was in Winchester Friday and Saturday. The weed has been paid for. There is thought to be little doubt that the American Tobacco Company was the real purchaser.

SUES TO COMPEL PAYMENT.

Tobacco Company Wants Insurance for Night Rider Fires.

Louisville, Ky., June 5.

The Luckett Wake Tobacco Company, incorporated in Arizona, has filed suits in the United States Court against the North River Insurance Company, of New York, and the Globe and Rutgers Insurance Company, of New York, to compel the payment of policies on tobacco burned by night riders in Russellville on the night of January 2.

The plaintiff alleges that it holds two policies with the North River Insurance Company for $4,000 and $1,000 respectively, and two policies with the Globe and Rutgers Insurance Company for $3,000 and $1,000 respectively. The allegations are that the defendants have failed to pay the policies.

Nothing in the suit shows why the companies refuse to pay the insurance, but it is supposed that they will fight the action on the ground of the state of lawlessness in the section of the country where the burning occurred.

A New Cleveland, O., Jobber.

Cleveland, O., June 6.

E. J. Rafferty, proprietor of Rafferty's Concert Hall, 2207 Ontario avenue, S. E. Cleveland, has started the cigar jobbing business in addition to his other business, and he proposes to carry a line of all grades of cigars. He is fortified with a large acquaintance in the trade, and should do well.

—The H. C. Jenkins Cigar Co., of Oshkosh, Wis., has incorporated with a capital of $8,000.

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

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Tobacco

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H. Dolinsky & Son

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HAVANA AND SUMATRA SEED LEAF TOBACCO

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THE TOBACCO WORLD

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The above Precinta, or Warranty Stamp, is only used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these Stamps were made in Cuba by such Independent Manufacturers belonging to the Union.

BE IT KNOWN: That said Guarantee Label only the manufacturers belonging to the Manufacturers' Union have the right to use and to attach on all cigar boxes and other packages of their goods.

COLORS OF THE PRECINTA: Black with pale blue ground; fac simile of the seal of the Presidency of the Republic: dark blue.

A MONUMENT TO LANCASTER'S CIGAR INDUSTRY.

The Handsome New Six-Story Building Just Completed for the S. R. Moss Cigar Company.

Lancaster, Pa., June 8.

It was an agreeable diversion for the writer today to visit the new factory of the S. R. Moss Cigar Co., which was recently completed and is now in full possession of the firm.

Almost before the smoldering embers of the old building, which was completely destroyed by fire in February, 1907, were extinguished, plans were under way for the erection of the structure which now stands in graceful elegance on the site of the former building.

With dauntless energy under distressing circumstances S. R. Moss, the head of this widely known firm, entered actively into the work of rehabilitation, with an avowed purpose that Lancaster, where he had accumulated a competent fortune, should have the pleasure of possessing not only the largest, but also one of the finest and most complete cigar factories in the State. The building is ample proof of the illustrious success of the undertaking.

Justly proud of their achievement, an invitation is extended to the entire trade to inspect the building at their convenience, but for the benefit of those who may not have an opportunity to visit the plant we give a description as follows, premising that for hygienic and sanitary arrangements the new building has been pronounced practically perfect.

It is a six-story structure, built of brick and reinforced concrete, measuring 150 by 110 feet, of which the first or ground floor is used for stripping and casing departments, with large storage capacity for leaf, and equipped with a vault of unusual proportions for keeping Havana and Sumatra tobaccos.

On the second or main floor are located the general offices and counting rooms, which have been equipped and finished more like a banking institution than an average manufacturing establishment. It is divided into a general counting room, reception room, and beautifully furnished private office. The shipping rooms are also located on this floor.

The third floor is devoted largely to tobacco drying, etc., while on the fourth floor is the main operating room where suction tables are employed, with the fifth floor devoted to the hand work department, while the sixth is used as the assorting and packing room.

The building is so built as to afford light on all sides, and the ground floor is arranged to allow drays and other vehicles to pass freely in and out.

A large steel tank is erected on the roof, and the building supplied with automatic sprinklers or fire extinguishers, as a result of which a saving of nearly 90 per cent. on the former cost of insurance has been effected.

It is needless to here refer to the large line of goods made by this house, and suffice it to say that at present a new creation is being exploited very successfully. It is a brand of cigars under the title of "Prefect," which is a Havana filler production containing a Cuban seed wrapper, hand-worked, packed in 10ths, and sold to the jobbing trade at $30 per M., less 2 per cent. The brand is meeting with universal favor, wherever placed.

We learn that the house also has a good run on its Little Minister, 5 cent cigar and the Flor de Moss, Havana cigars.

MORE NORTH CAROLINA LEAF.

Planting Around Rocky Mount to be Increased.

Rocky Mount, N. C., June 5.

The weather for the past ten days has been all that could be desired for the growing tobacco crop, which has made a good start and is growing nicely. Few missing hills are to be seen, and a good crop is now expected. An increase in acreage of 10 to 15 per cent. is reported, and it is thought Rocky Mount will sell 10,000,000 to 12,000,000 pounds next season.

STEPHEN F. KETRAN

Interior Wood.. Work..

Makes a Specialty of Fitting Up Cigar Stores

Bank, Church, Office, Store Fixtures and Special Cabinet Work

1615 to 1623 McKean St., Philadelphia

The Latest Success

Lynnhaven Cigarettes

10 for 10

Ware-Kramer Tobacco Co.

Norfolk, Va.

ARTHUR HAGEN & CO.
Philadelphia, Pa.
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Importers and Packers of and Dealers in

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Importer of SUMATRA and HAVANA
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READY FOR THE MARKET.
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LARGEST RETAILERS IN PENNSYLVANIA

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E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

Rains in Cuba Start the Country Packers

Rumored Government Plans for Irrigation Works. Tobacco Sections to be Supplied First. Buyers Out in Force, and 5,300 Bales of Leaf Change Hands.

Special Correspondence of The Tobacco World.)

Havana, Cuba, June 1, 1908.

During the last three days it has been raining in the Vuelta Abajo, Semi Vuelta and Partido districts, and the tobacco sections all along the route of the Western Railway, from Havana to San Juan y Martinez, were benefited thereby. The damp temperature is greatly appreciated by the planters of tobacco in those neighborhoods; it was still badly needed as the lack of moisture in order to take down the leaf from the poles had paralyzed everything referring to the packing of tobacco. Work is expected to be taken up at a lively pace from now onward in those places where it had been interrupted and the weather has been favorable.

Talking about the paralysis of work all over the country and the utter subjection of all business, outside of that carried on in a few of the larger towns, to the condition of the weather reminds me that something is on foot in the upper circles of the government to place agriculture in Cuba upon a more modern basis. In other words, Provisional Governor Magoon has signed a decree providing for the preparation of plans to irrigate the island and that such plans should be carried into execution without loss of time. It is said that work, when the plans are perfected, is to begin in the most needed sections, that is in the tobacco districts, and that the necessity of some steps in this direction was proven by the harm that was done the last tobacco crop on account of the prolonged drought.

Quite a large number of buyers were about during the week, including a few arrivals additional to those mentioned last week. They were not idle, either. Quite a few large deals in Vuelta Abajo and Remedios tobacco have been put through this week, the total sales running up to something like 5,300 bales, divided into 3,100 bales of Remedios, 1,900 of Vuelta Abajo and 300 of Partidos.

Two-thirds of the above quantity was accredited to the American buyers who were here and the local American export houses, one-sixth to buyers for local consumption, and one-sixth to buyers for export to Germany.

Buyers Come and Go.

Arrivals: Marcelino Perez, of M. Perez Co., and I. Pando, of Garcia, Pando & Co., New York; John Gerdts, of Frankel, Gerdts & Co., San Francisco; Joseph Loeb, of Loeb-Nunez Havana Co., Philadelphia.; Antonio Santaella, of A. Santaella & Co., Tampa; E. H. Gato, of E. H. Gato & Co., Key West.

Departures: John Fielding, for New York; Harry Bremer, for Philadelphia; Henry Meyer, David Ritter and Harold Meyer, for Cincinnati, O.; B. Perlman, for Baltimore, Md.; J. Loazno and Manuel Torano, for Tampa.

Havana Cigar Manufacturers

The cigar business, in the Independent factories, is a bit dull at present but, as soon as the new crop has begun to be used I expect it to revive considerably, as the importers, in the United States particularly, are evidently restraining their orders until the arrival of the new crop.

All the large factories have their buyers in the country, and the latter have secured already a great part of the best of the Vuelta Abajo that was grown this year. The first cutting is a very excellent sort of tobacco, as good as any, generally speaking, we have had for some time, and it promises to cure rapidly. The manufacturers have been buying freely of the best part, notwithstanding the price, as good tobacco is quoted still at a very high price.

It is rumored that the closed Trust factories will not commence to work

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 8

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SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

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HAVANA, CUBA Monte 56 NEW YORK 165 Front Street

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" PARTIDOS " SANTIAGO de las VEGAS
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1 O'Reilly St. Cable: "Blasco." Habana, Cuba

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Especialidad en Tabaco de Santa Clara de Primera Clase

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R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista Neptuno 170--174 Special Partner—Gumersindo Garcia Cuervo

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ **B. DIAZ & CO.** R. RODRIGUEZ

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge Y. P. Castaneda

JORGE & P. CASTAÑEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

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142 and 144 Consulado Street

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JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

LUIS MARX

Tobacco Grower

No. 8 Cuba Street Post Office Box 177

HABANA

again before August or thereabouts. This belief seems to prevail among the workmen from what was told them by their foremen as to when they should expect to return to work.

H. Upmann & Co. shipped this week 857,000 cigars of their own famous H. Upmann brand as well as other independent brands.

Ramon Allones has not resumed work yet. Don Jesus Vales, of Rabell, Costa, Vales & Co., has just fairly recovered from an illness that has kept him nearly two months confined to his home.

La Escepcion has many large orders on file, lately received from the United States and Canada.

High Life is working the same as ever, and was this week the recipient of some large orders from Spain. Rafael G. Marques cabled his factory, from New York, saying that he would leave on the 30th ultimo for London.

Don Eustaquio Alonso, of the celebrated Partagas factory, has communicated with headquarters here, and in speaking of the business affairs of the firm of Cifuentes, Fernandez & Co. in the United States expresses himself very sanguinely.

Buying, Selling and Other Notes of Interest.

John Fielding bought about 800 bales of Vuelta fillers. He closed a deal with an important house here for over 500 bales of one packing alone, known as the celebrated "La Grifa" vega, grown in the best part of Remates section. Mr. Fielding, upon his departure—Saturday—was well pleased with his purchases.

Ramos Machado & Co. sold close on to 900 bales of First and Second Capaduras to an important American export house that has been buying very heavily in the last several weeks.

Louis Cantor bought several lots of Firsts and Seconds of Remedios from different parties.

Gonzalez y Hno. a few days ago closed an important deal, consisting of nearly 500 bales of First and Second Capaduras of a choice packing. The buyer is thought to have been Sylvester & Stern.

Loeb-Nunez Havana Co. will soon begin to receive some new tobacco from their packings in Vuelta Arriba. Joe Loeb returned this week from a short trip to Philadelphia.

A. Santaella is among the latest arrivals. He has closely examined our market from one end to the other and, I understand, has several very large lots under observation.

Manuel Suarez & Co. have had two customers on their hands this week and Joe Mendelsohn and "El Grillo" have done some buying worth speaking of. Joe Mendelsohn arrived last Monday, almost unexpectedly, from his several months vacation with his family in the United States, and is now fit for the rest of the year's toils.

Sylvester & Stern were obliged a couple of weeks ago to close down their large escojidas at 56 Monte street, as the drought had so dried up the tobacco that it could not be handled well enough and brought here; besides Mr. Stern decided that it had not had enough "pilon"-fermentation-to be in a proper state to be packed. However, with the late rains the conditions will no doubt soon improve the tobacco and allow the firm to resume their packings.

(Concluded on p. 14)

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

CABLE ADDRESS "CALDA" TELEPHONE 6071.

A. M. CALZADA & CO.

PACKERS AND DEALERS IN

CODE USED A B C 4TH AND 5TH EDITION

LEAF TOBACCO

OFFICE & WAREHOUSE MONTE 156

P.O. Box 595 HAVANA, CUBA.

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Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

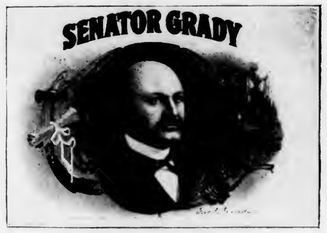
and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

L. J. SMITH & CO.

Red Lion, Pa.



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Importer of
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JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
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Importers and Packers of Leaf Tobacco
Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
NEW YORK
Cable Address: "HERE."

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga
Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, June 9.

New York Leaf Market.

The leaf tobacco market has undergone considerable change during the past week. The principal cause for it is the fact that large interests have lately secured immense holdings of leaf, which will necessarily curtail the stock of available goods for the general trade.

It was not an altogether expected turn, and when it became known it caused some little surprise since it is likely to have its ultimate effect on the market in affecting prices on which no further retrogression is looked for, but rather an advance.

Coupled with the fact that the output of cigars is now on the increase and that the demand for leaf must grow with it, the trade has become more or less anxious about an adequate supply.

Sumatra tobacco has apparently increased in activity and the volume of business done has grown commensurately. Although the spring and summer inscriptions are drawing to a close, it will not likely have any effect on business, which is expected to improve as the production increases.

Havana tobaccos are steadily demanded, and the volume of business is growing in proportion.

• • •

The Cigar Industry.

Manufacturers are finding a steady improvement as compared with the earlier months of the year, and a fair chance now exists for at least partially recovering from the effect of the heavy decrease during those months. Manufacturers are benefiting by an increased demand from several extensive sections and when nearer-by places fall into line there should again be at least a normal business.

• • •

Merriam's Home Coming.

Atfer an absence of three months, in which he made a trip that extended to Japan, John W. Merriam has returned to the factory headquarters of John W. Merriam & Co. and has again taken up the work of actively looking after the business interests of his firm.

He was accompanied in his travels by Mrs. Merriam and Louis G. Deschler, a well known cigarist of Indianapolis. The itinerary of the trip also included China and the Hawaiian Islands. It was a pleasure trip, he says, and they had it.

• • •

Marqusee's Enterprise.

Congratulations were last week showered upon Julius Marqusee, when he announced his intention of again entering actively into the leaf tobacco business.

For that purpose he has secured the premises formerly occupied by Rothschild & Bro. at 141 Water street, and opened there today. He has again entered active business operations only after an assurance by his physician that he had sufficiently recovered his usual good health.

As heretofore, he will carry a full line of domestic cigar leaf tobacco, and has the good wishes of the trade.

• • •

Sam Harris in a New Role.

Sam. H. Harris, of the Khedivial Company, will soon play in a new role. He has decided, in addition to the large cigarette business which he is now doing, to also engage in the manufacture of smoking tobacco on an extensive scale, and for this purpose new and modern machinery has already been ordered and is now being installed.

• • •

New Havana Importing Firm.

Eugene Lopez & Co. is the name of a new Havana leaf importing firm which has just been organized by Eugene Lopez associated with Manuel L. Lopez, both of whom were formerly connected with Calixto Lopez & Co., proprietors of the famous Eden Cigar Factory in Havana.

The New York offices are located at 45 to 49 John street, with a branch at 74 Vertudes, Havana.

• • •

Trade Notes.

The American Tobacco Co. has declared a quarterly dividend of one and one-half per cent. on its preferred stock.

—

John E. Sutter, of Louis P. Sutter & Bros., is at present on a fishing trip to Nova Scotia.

—

Chas. Traiser, of Henry Traiser & Co., Boston, was a visitor in the leaf market last week.

—

P. L. Sutherland & Son Co., of Quincy, Fla., have opened an office at 136 Water street, New York. Chas. O. Klotz, who was for many years in the employ of Schroeder & Arguimbau, has become connected with the new firm, and will be in charge of the office, which is located at 136 Water street.

—

Leopold Loeb, of Julius Marqusee & Co., spent Friday last in this city at their local headquarters, 148 Water street.

—

Sam'l Bayuk, of Bayuk Bros., Philadelphia, was a visitor in the leaf market here last week.

—

C. W. Wobbe, of Rose & Wobbe, recently returned from a trip to Ohio. Mr. Rose, of the same firm, has been covering New York State.

—

The Samuel Saqui Co., for manufacturing cigars, has been incorporated with a capital of $50,000. The directors are Samuel, David and William Saqui, all of 2026 Seventh avenue, New York.

—

E. A. Kraussman intends starting some time this week on a trip through the Empire State, in the interest of his leaf tobacco business.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER
Monroe D. Sellers, Sellersville, Pa.

END OF CUT-PRICE WAR.

After All the Hullaballoo Prices will Settle Back to the Old Two per cent Discount to Jobbers.

[Boston Bureau "The Tobacco World"
19 Devonshire Street]
Boston, Mass., June 8.

The price cutting which Boston jobbers have been doing for the past few weeks is to be ended today, and retailers will again have to pay the regular prices. The same trust-made goods will be sold to the sub jobbers at a discount of two per cent, practically leaving the sub-jobber to make only two per cent on the goods. This state of affairs has caused an uproar among the jobbers, and there is no telling how the thing will end.

It appears very strange that the Tobacco Trust should act in this manner in the face of the many investigations going on in the state of its affairs regarding the interstate commerce law, etc., and this latest move leads many to believe that the Trust is about to concentrate its business with one or two concerns, to do the whole New England business on a plan similar to that being followed by the Metropolitan Tobacco Co. of New York.

I understand that the little jobbers here will soon organize to defend their right of existence, under the motto "In unity there is strength." The Tobacco Trust has for a long time had a strong grip on the New England market, and Boston jobbers and sub-jobbers have stood for a whole lot, and it seems surprising that those in charge of the investigation toward prosecuting the Tobacco Trust don't come up to Boston to obtain evidence that would be indeed important.

The jobbers here have practically themselves to blame for the present state of affairs. When a new piece of goods, made by an independent manufacturer, is being introduced on the market they seldom give it a helping hand, preferring to sell the Trust-made brands, never thinking of the future detrimental results which are bound to follow the use of such methods.

Trade with the retailers is steadily improving, but the neighboring summer resorts are not doing the business expected.

Cigarette salesmen on high grade goods are particularly active here, and much window display work is being done.

At Geo. Melhado's South End Cigar Store a nice Melachrino window display can be seen. The prominent feature is a miniature Bunker Hill Monument that is very attractive. F. M. Henderson, with Melachrino & Co., is here paying attention to the sale of the new Empress size.

L. Shapiro (Nestor Gianaclis Co.) blew into town Saturday night from Lowell and Lawrence, where he met with much success on Nestor and Royal Nestor cigarettes.

Charles Steinberg, a prominent retailer in Charlestown, is making active preparations for Bunker Hill Day, the 19th inst., and has engaged four salesmen to assist him on that occasion. The new 10 x 20 feet humidor recently installed in the rear of the store is of the most modern pattern.

J. Di Pesa has resigned his position as salesman of the little cigar department of the Federal Cigar Co. (Trust).

"Kid" Nichols has reached town and has engaged two additional salesmen to help in the big campaign about to be started here on Phillip Morris cigarettes. Mr. Nichols came here from Buffalo, N. Y., where he has started a big boom on the Cambridge cigarettes, and a crew of energetic salesmen are now there following it up.

Harry Lederer, representing the G. B. D. pipe manufacturers, was in town all week, and reports having done good business. Mr. Lederer also has the U. S. agency for the famous "Luntin" mixture, and has started Cobb, Bates & Yerxa, with a few other good concerns, using the same.

Mr. Dill, of Richmond, Va., was in town the other day, going the rounds with Nelson B. Clark, the firm's local distributor. Dill's tobaccos are big sellers in this market, and the more new brands placed here the better their tobacco sells.

R. D. Carnes (Ware-Kramer Tobacco Co.) has returned from a trip to New Hampshire, where the White Rolls and Lynnhaven cigarettes are big sellers.

The Soudan Tobacco Co. of Boston has three capable salesmen canvassing the trade on Turkish Flats, the popular union made 10-cent cigarettes. Mr. Green, the manager of the concern, has had many years experience in this line, and is reputed to be one of the best judges of Turkish tobacco in this country. A bright future is predicted for Turkish Flats. The factory has been removed to 44 Green street, where the cigarettes are strictly hand made, no machinery whatever being used.

J. S. Brown, 8 Washington street, is giving special attention to the sale of the Booker Tobacco Co.'s Blue and Scarlet cut plug tobacco. A nice window display, by Brother Murphy, is bringing in good results.

Rosenthal Bros., the Hanover street jobbers, have just taken on Union Resagos, a 5-cent union made cigar manufactured by the Symons-Kraussman Co., of New York. Ben Ali.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
NEW YORK
ESTABLISHED 1840 CABLE: "NARGIL"

JOSH BILLINGS
5c. Cigar
"There hain't none better than the best."
—JOSH BILLINGS.
This Is the Best.

A cigar of merit with a push behind it.
The Best Little Cigars ever offered the American public.
Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.
I. LEWIS & CO.
Makers,
Established 1870. Newark, N. J.
Z. JOHN NORRIS,
Manager of the Philadelphia Office,
14 South Fourth St.

"SHOULD WOMEN SMOKE?"

Annually, semi-annually and semi-occasionally the familiar question, "Shall women smoke?" bobs up. It will not down. Mainly because "reformers," in their frantic efforts to "keep busy," grasp at the women smokers problem as a glad, welcome thing to gabble and conjure with.

It may please the self-made reformers to think that they are arbiters in the matter, but the fact remains and always will remain, that the woman who wishes to smoke will certainly do so. There is no law higher than a woman's will. It is hard to understand why smoking should be almost a virtue in a man and next door to a vice in a woman. The cigarette between female lips is quite a common thing nowadays, and to say this is a reflection upon the character of the indulging woman is mere nonsense. While ecclesiastics, a few doctors and the busybody reformers may rail against women smoking, no really solid argument has been presented why they should not smoke as well as men. But as already stated, the solving factor of the whole matter is, that if woman desires to smoke, smoke she will. If she cares nothing for "My Lady Nicotine," that's the end of it. The question "Should Women Smoke?" deserves a long rest in the recesses of "innocuous desuetude."

LOOKING on the BRIGHT SIDE.

If the retail business conditions throughout the country can serve as a barometric indication of improved financial conditions, then those who are best qualified to speak, as the heads of large retail concerns, see every proof of renewed prosperity. George J. Whelan, President of the United Cigar Stores Co., said in a recent interview:

"There has been a remarkable and steady improvement in our business since the beginning of the year, as shown by the business done in each one of our 405 stores scattered throughout the country. The latter part of last year, between August and November, there was a remarkable wave of economy, and smokers either gave up the use of expensive cigars for cheaper ones or resorted to pipes and perhaps cigarettes. During that period of financial distress the cigarette smokers smoked more cigarettes than usual, which to my mind," Mr. Whelan said, "shows that they were resorting to cigarettes as a solace.

"As another indication of the improvement in business conditions, the fortnightly report of the American Railway Association shows a decrease of about 9,000 in the number of idle freight cars between April 29 and May 13. This shows that shipments of freight are being resumed.

"Another very good sign of the renewal of prosperity is evidenced in the advertising columns of the newspapers. Just because the country had a little financial setback some business concerns thought it advisable to cut down their advertising space. I did not sympathize with any such movement; in fact, it was my opinion that a supposed curtailment of expenses in that direction meant an actual loss in business, hence in receipts. I believe that from now on there will be a general and marked improvement in business conditions."

THE TOBACCO WORLD

ESTABLISHED 1881 INCORPORATED 1902

Published Every Wednesday

BY THE

TOBACCO WORLD PUBLISHING CO.

No. 224 Arch Street, Philadelphia

Cable Address, "Baccoworld." Havana Office, Prado 36, Altos.

ADVERTISING RATES ON APPLICATION.

By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy.
Foreign Subscription, for all Countries of the Postal Union and Canada, $2.00 the Year.

Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, JUNE 10, 1908.

THE LOCAL TOBACCO NEWS

The local leaf market does not show much change from the condition prevailing last week, but which was some improvement over the condition of previous weeks. Taken as a whole there was a moderate volume of business done, but no specially large or important transactions have been reported, nor were the tradings confined in any degree to a specific type of domestic leaf There is a notable and encouraging increase in inquiries coming from manufacturers, indicating that stocks have been allowed to decrease and must be replenished sooner or later.

In Sumatra tobacco there was a fair business. In fact the Sumatra market has been fairly steady for some weeks past.

In Havana tobacco the market has been rather active and importers have had little difficulty in finding buyers for desirable goods on which reasonable prices could be made.

A special meeting of the Philadelphia Leaf Tobacco Board of Trade was held on Friday afternoon last, and was fairly well attended. Several resolutions were adopted, but owing to the creation of a Press Censorship Committee by the National Cigar Leaf Tobacco Association, in convention met in May last, and with which the Local Board is affiliated, certain of the resolutions will be brought to the attention of the President of the National Association before being given out for publicity.

A resolution was adopted commending Collector of the Port Chester W. Hill on the manner in which the customs business has been administered at this port, particularly in the weighing, taring, examination and delivery of tobacco imported in Philadelphia.

In the resolution offered and passed the Association was placed on record as expressing its thanks for the promptness, fairness and uniform courtesy with which it has been treated by the Collector and his subordinates.

Application has been made for a charter for the Lowengrund chain of stores under the title of "Lowengrund Incorporated." The applicants are Isaac Lowengrund, Eva K. Lowengrund and Julien Alberga.

The character of the business is to be for the manufacture and purchase of cigars, cigarettes, tobacco, etc., and to do a wholesale and retail trade.

A great deal of energy has been put into the sale of the Lynnhaven cigarettes of the Ware-Kramer Tobacco Co., distributed here by Arthur Hagen & Co., and the further exploitation now being carried out is resulting in a lively increase in business.

Thos. F. Fitzgerald, a popular jobber and retailer at Forty-Third street and Lancaster avenue, this week has a specially attractive window display of the Blue and Scarlet cut plug tobacco made by the Booker Tobacco Co.

Several members of the retail trade suggested the idea of holding a retail dealers' picnic, and The Tobacco World has volunteered to act as an intermediary. Retail dealers favoring the idea can address this office and such communications will at once be turned over to the parties who first proposed the idea, and if a reasonable number favor the movement a meeting will be called to formulate definite plans for carrying it out.

New signs are being distributed about town specializing the Burley Cubs little cigars. This brand has probably been the greatest success of any brand of little cigars placed on this market for a long time. That is to say, it sprang into popular favor almost immediately.

Henry Weiss, of the National Cuba Co., was in town last week, and pocketed some good orders for the firm's importations of Havana made cigars.

Arthur Hagen & Co. are now distributing Ramly cigarettes that are put up in a new and far more convenient size package. Cigar bands are also contained in the new package.

Stanley M. Krohn, of the Miami Valley Leaf Tobacco Co., Dayton, O., has been circulating in the Philadelphia trade this week, with new lines of his firm's packings of Ohio tobacco.

Jobbers are apparently taking full advantage of the recent special offer on Pure Grape tobacco, as per circular issued by Arthur Hagen & Co., and some large orders have been booked.

George W. Bushnell, of the Scotton-Dillon Tobacco Co., Detroit, Mich., was a visitor here last week, and reported a very satisfactory business in his line. A special effort is being made on their Peachy scrap tobacco, which is taking well.

The particularly attractive show windows of E. G. Steane & Co. are causing much favorable comment in trade circles. They are regarded as the finest in the city.

TRADE MARKS REGISTERED.

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade Marks to be registered and published should be addressed to the Tobacco World Publishing Co., 224 Arch street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is **$1** for each Trade Mark.

For Searching a title which does not result in registration, **25** cents.

For Transferring and Publishing Transfer of Registration, **50** cents.

For issuing Duplicate Certificate, **50c.**

Applicants should be careful to fully specify the use of desired Trade Mark.

EL POBLO. 15,670
For cigars. Registered June 5, 1908, at 9 a. m., by H. C. Kennedy & Son, Germantown, Pa.

PRETZEL CITY SMOKE. 15,671
For cigars, cigarettes and cheroots. Registered June 5, 1908, at 9 a. m., by Calvert Litho Co., Detroit, Mich.

LA FUSTINA. 15,672
For cigars, cigarettes and cheroots. Registered June 6, 1908, at 9 a. m., by A. C. Henschel & Co., Chicago, Ill.

LA SOBA. 15,673
For cigars, cigarettes and cheroots. Registered June 6, 1908, at 9 a. m., by A. C. Henschel & Co., Chicago, Ill.

PIFFIKUS. 15,674
For cigars, cigarettes and tobacco. Registered June 6, 1908, at 9 a. m., by Schmidt & Co., New York.

EL DASO. 15,675
For cigars, cigarettes and cheroots. Registered June 6, 1908, at 9 a. m., by A. C. Henschel & Co., Chicago, Ill.

EL OTABIO. 15,676
For cigars. Registered June 8, 1908, at 9 a. m., by H. C. Kennedy & Son, Germantown, Pa.

LADY FREDERICK. 15,677
For cigars, cigarettes, cheroots, stogies and tobacco. Registered June 8, 1908, at 9 a. m., by Petre, Schmidt & Bergmann, New York.

GRAND BUFFALO. 15,678
For cigars and stogies. Registered June 8, 1908, at 9 a. m., by Bethesda Cigar Co., Bethesda, O.

HALF TURKISH. 15,679
For cigars and stogies. Registered June 8, 1908, at 9 a. m., by Bethesda Cigar Co., Bethesda, O.

WILLIAM EMORY QUIMBY. 15,680
For cigars, cigarettes and tobacco. Registered June 8, 1908, at 9 a. m., by George Schlegel, New York.

WAU-KON. 15,681
For cigars, cigarettes and tobacco. Registered June 8, 1908, at 9 a. m., by Schmidt & Co., New York.

PRINCE BOB. 15,682
For cigars, cigarettes and tobacco. Registered June 9, 1908, at 9 a. m., by Schmidt & Co., New York.

PRINCE HUGO. 15,683
For cigars, cigarettes and tobacco. Registered June 9, 1908, at 9 a. m., by Schmidt & Co., New York.

MABEL BARRISON. 15,684
For cigars, cigarettes and tobacco. Registered June 9, 1908, at 9 a. m., by Schmidt & Co., New York.

TAD HOWARD. 15,685
For cigars, cigarettes and tobacco. Registered June 9, 1908, at 9 a. m., by Schmidt & Co., New York.

Take no other but the Genuine

Established 1869
Incorporated 1893

Juan F. Portuondo CIGARS

Registered in U. S. Patent Office

Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark and Signature of Juan F. Portuondo

There are more IMITATIONS of this old established and JUSTLY FAMOUS brand of cigars than any other cigar in the world.

MANUFACTURED ONLY BY
The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia.

JOE HOWARD. 15,686
For cigars, cigarettes and tobacco. Registered June 9, 1908, at 9 a. m., by Schmidt & Co., New York.

JACK BARRETT. 15,687
For cigars, cigarettes and cheroots. Registered June 9, 1908, at 9 a. m., by Heywood, Strasser & Voigt Litho Co., New York.

JACK CONOWAY. 15,688
For cigars, cigarettes and cheroots. Registered June 9, 1908, at 9 a. m., by Heywood, Strasser & Voigt Litho Co., New York.

JACK WILSON. 15,689
For cigars, cigarettes and cheroots. Registered June 9, 1908, at 9 a. m., by Heywood, Strasser & Voigt Litho Co., New York.

BATCHELOR'S WIFE. 15,690
For cigars, cigarettes and cheroots. Registered June 9, 1908, at 9 a. m., by Heywood, Strasser & Voigt Litho Co., New York.

LOU WAKEFIELD. 15,691
For cigars, cigarettes and cheroots. Registered June 9, 1908, at 9 a. m., by Heywood, Strasser & Voigt Litho Co., New York.

TOM CALLAHAN 15,692
For cigars, cigarettes and cheroots. Registered June 9, 1908, at 9 a. m., by Heywood, Strasser & Voigt Litho Co., New York.

THOMAS ROSCOE. 15,693
For cigars, cigarettes and cheroots. Registered June 9, 1908, at 9 a. m., by Heywood, Strasser & Voigt Litho Co., New York.

ROY THOMPSON. 15,694
For cigars, cigarettes and cheroots. Registered June 9, 1908, at 9 a. m., by Heywood, Strasser & Voigt Litho Co., New York.

SAMUEL ROGERS. 15,695
For cigars, cigarettes and cheroots. Registered June 9, 1908, at 9 a. m., by Heywood, Strasser & Voigt Litho Co., New York.

WILLIAM S. LILLY. 15,696
For cigars, cigarettes and cheroots. Registered June 9, 1908, at 9 a. m., by Heywood, Strasser & Voigt Litho Co., New York.

W. B. & A. TERMINAL CIGAR.
(Consisting of the letters W. B. & A. within a circle and surrounded by another circle containing the words Terminal Cigar). 15,697
For cigars. Registered June 9, 1908, at 9 a. m., by L. Michelson & Bro., Baltimore, Md.

LADY WAYNE. 15,698
For cigars. Registered June 10, 1908, at 9 a. m., by Coony Bayer Cigar Co., Fort Wayne, Ind. (A re-registration of November 8, 1904 in Tobacco Leaf).

Not Eligible.

Frisco, El Fresco, Royal B, Forest Park Special, Chief Keokuk, Nickle-In, E. L. M., Houston Club, Anuncia, Anana, Merry Widow, Don Domo, La Pesco, Elsie Janis, La Condesa, La Asta, La Moda, La Natina, La Carena, La Data, La Minda, El Lindo, La Dina, La Minora, El Vanto, Rainbow, Sansom, Summer Rose, Ruffle Necks, Base Ball, Buckeye, Peter White, Neva, Monkey, Tidal Wave, Justrite, It's a Pippin, Paul Clifford, Emile Zola, Marshall Ney, Post Boy, Frances Willard, American Doctrine, Penn.

—Thomas W. Grant has purchased the cigar store at the corner of Main and Golden Hill streets, Bridgeport, Conn., and fitted it up with a new stock of smokers' articles. He will carry all the well known brands of cigars, cigarettes and tobacco.

SPECIAL NOTICES

(12½ cents per line, 8 point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

L. BERNFELD
Cigar Broker
West Haven, Conn.
2-5tf

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

WANTED—The addresses of Union Factories which make Florida wrapped goods at $20 per M. Only financially responsible firms, and those capable of turning out 10 M. a week, need apply. Address O. M. N., care of Tobacco World, Phila. 5-13tf

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

STOP AT THE
NEW PRINCESS HOTEL
WHEN AT
ATLANTIC CITY

South Carolina Ave., 200 feet from Beach

The Princess Hotel is newly furnished throughout with rare taste, and possesses all modern requisites for convenience and comfort of the guests. Golf privileges and privilege of the Atlantic City Yacht Club extended to the guests.

American and European Plan

A BOOKLET will be gladly furnished upon application

Rates: Running from $12.50 to $30 per week, according to location of the rooms.

For further information address
CROWELL & COLLIER
THE PRINCESS HOTEL
Atlantic City, N. J.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

Monroe D. Sellers, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & Co.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
—ALSO—
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart
Dallas Cigar Co
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

CIGAR MOLDS
Highest Grade Mold at Lowest Price.
Write for Catalogue of 1,500 Shapes.
The American Cigar Mold Co.
1931--1935 Western Ave., and
1201--1209 Dayton Street,
Cincinnati, Ohio.

HAVANA CORRESPONDENCE.

(Continued from page 9.)

Puente Granda & Co. sold about 500 bales of First and Second Capaduras to an American house.

J. Lozano returned to Tampa last Saturday after having acquired in the interest of F. Lozano, Son & Co. a very nice and large stock of the best tobacco that he could find suitable for the wants of the firm.

Jose Rocha sold 220 bales of Vuelta Abajo and First Capaduras of Remedios to several local buyers.

Sobrinos de A. Gonzalez sold altogether 193 bales this week, and had a very quiet week, although the foregoing quantity was mostly very high priced wrappers of a fine Partido packing. The balance consisted of heavy bodied Vuelta fillers.

A. M. Calzada & Co. shipped 116 bales of Remedios First Capaduras to Philadelphia last week. Don Antonio M. Calzada returned this week from the Vuelta Abajo section where (when he was there) it had not rained yet, and therefore was unsatisfactory in some parts, but since then he says he has advices that rain has fallen in those places.

I. Bernheim & Son have been active and heavy buyers this week, and seem to be keeping up their extensive buying of Remedios.

RECEIPTS FROM THE COUNTRY.

	Week ending May 30 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,348	20,581
Semi Vuelta	67	2,020
Partido	364	1,495
Matanzas	3	338
Remedios & S.Clara	1,738	22,662
Mayari	157	2,265
Total	3,677	49,361

—At a meeting of the J. S. Pinkussohn Cigar Co., of Atlanta, Ga., it was decided to establish five new stores, two in Jacksonville and three at Savannah.

—Wm. M. Page, who for more than twenty-five years has been engaged in the cigar business at La Porte, Ind., has sold his business to A. D. Blake, of Elkhart, who will remove to La Porte.

—Several cigar and tobacco dealers of Long Beach, Cal., were recently arrested on the charge of selling to minors.

LETTER FROM WISCONSIN.

Janesville, Wis., June 6.

Editor Tobacco World:

Dear Sir: We completed our packing season last week, having packed 650 cases of 1907 Wisconsin leaf.

We began buying considerably ahead of all other buyers, and have got a fine lot together.

The 1907 is keeping better than any crop we have had in years. Our sampling of our early packing (which of course is the only one that is sweated) is showing up ahead of our expectations. Many rumors contrary to the above are incorrect.

Warehouse handling at this point will last all summer.

C. J. Jones & Son,
Packers and Dealers in
Leaf Tobacco.

GETTING BETTER IN YORK.

Anticipations that When the Candidates are Named Business Will Improve.

York, Pa., June 8.

There is a slightly improved condition in the trade here this week, both among cigar manufacturers and in the leaf market. While business in the cigar factories is not really active it has changed for the better, and a few of the older manufacturers are beginning to recall that in every year in their recollection the fall trade during a Presidential year was more than ordinarily good. This thought has buoyed up their hope that this year might prove as good as previous Presidential years, in that as election time came nearer to hand there would be a greater impetus given to trade.

Tobacco growers in this county are busy getting their 1908 crops out, and the weather conditions have been rather favorable for this operation. Cut worms have of course made their appearance, but have not so far been more destructive than during previous years.

It was an agreeable surprise when the Dallastown branch factory of the United Cigar Manufacturers Co. resumed business at that place. The factory had been closed down since late last fall, and when, a few weeks ago, some fixings were taken to York it was generally believed that operations would not be resumed at the Dallastown factory.

E. ROSENWALD & BRO.

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

Since J. F. Sechrist, of Holtz, returned recently from a business trip he has been busy in getting goods out to fill orders which he procured while away.

D. Forry, the pioneer tobacco manufacturer of this city, has been driving about in his automobile buying cuttings for his factory. Cuttings, it appears, are advancing in price, owing to a generally stiffer leaf market.

A new tobacco manufactory has been established here by F. E. Myers & Co., who are preparing to place their goods on the market generally.

AGAIN QUIET IN LANCASTER.

But the Buying of So Much 1907 Leaf Incites Belief that Older Tobacco Will Soon be Wanted at Advanced Prices.

Lancaster, Pa., June 8.

The leaf market has again reverted into a more apathetic condition since the operators for the American Co. have ceased their activity.

It is stated, however, that they have secured a large percentage of all the filler grades of the 1907 crops. The tobacco was sent in large quantities to Southern points, and it is believed that much of it will be used for purposes other than cigar manufacturing.

The internal revenue returns show an increase in the output of cigars during May of nearly 700,000 over April, yet the output was 12,500,000 less than during May, 1907. The total output of cigars in the Ninth District during May, 1908, was 56,400,000; in May, 1907, 68,209,000; in April, 1908, 55,700,000.

The trade is now beginning to realize that there is a vast difference between the quantity of leaf that will be in the open market and what there was expected to be. In the first place, a few concerns got large proportions of it, probably from 55,000 to 60,000 cases, which may leave as little as 25,000 cases for the general market in 1907 goods. Of course the crop did not begin to compare with that of the previous year in quantity of weight or cases, and that caused a big slump to begin with, and this, with the big quantities secured by the American and a few others leaves the available 1907 goods only a small amount. It must necessarily bring into demand the older goods, even though they did cost more, and the chances appear entirely favorable to the holders that the old tobacco will again command a good price in a little while.

Factories generally are reporting a betterment, although few, if any, are running on full time.

A meeting of the Lancaster County Tobacco Growers' Association will be held here this afternoon. The probable acreage and other matters are to be discussed.

BOX FACTORY for HOME CIGAR CO

New Independent Concern Buys Peoria Cigar Box Plant.

Peoria, Ill., June 5.

The Home Cigar Company closed a deal this week whereby it came into possession of The Peoria Cigar Box Factory, located at 121 North Washington street. The Home Cigar Company is practically a new organization which was formed in Peoria last February. The new organization is made up of the independent cigar manufacturers of the State, and the purpose of the concern is to combine the interests of the independent manufacturer in such a manner that he will be able to compete with his larger brother, the so-called tobacco Trust.

The factory which has been purchased will be enlarged and when in full running capacity will employ in the neighborhood of 200 people. The idea of the company will be to furnish cigar boxes to all the independent manufacturers of the State, thus giving them an opportunity of doing business without going up against a braced game as it were.

It is the intention of the company to establish cigar box factories in each State, and this will be done as soon as practicable. The work of organizing these companies is progressing.

GEORGE S. MYERS WINS SUIT

For Possession of Stock Which Has Much Increased in Value.

St. Louis, Mo., June 5.

George S. Myers, a wealthy St. Louisan, who was a member of the Liggett & Myers Tobacco Company before that concern was bought up by the trust, and who now resides in California, won his suit against John T. Sullivan of St. Louis, his former private secretary, over possession of a share of stock in the Cappell-Cravens Babcock Real Estate and Investment Company by a decision of Judge Dyer in the United States Circuit Court. The share of stock, which was worth $1,000 when Myers organized the corporation in October, 1901, as a holding company for the benefit of his three daughters, is now valued at $4,000.

Myers claimed that he assigned the share to Sullivan so that he could qualify as a director in the corporation, with the understanding that Sullivan was to assign it back on demand.

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Maker of
PEOPLE'S CHOICE
Plain Scrap
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We make a Fine
SCRAP FILLER FOR CIGARS
Factories & Office, **AKRON, PA.**

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Maker of HIGH GRADE, HAND MADE
Seed and Havana and **Fine Nickel Cigars**
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

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Largest Assortment of **Plain and Fancy Ribbons**

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Special Lines for the Jobbing Trade

TOBACCO HYBRIDS IN FLORIDA.

At a hearing before the House Committee on Agriculture, Prof. B. T. Galloway and his assistants of the Bureau of Plant Industry were submitted to further cross-questionings in regard to the work of the bureau, as follows:

Chairman Scott asked why the bureau could not carry on the Florida work with the same appropriation as was made last year. "We have certain projects under way in Florida that are not completed, and we want to continue to extend the same kind of projects into other regions where work has been started, but where it is not definitely determined that these hybrid tobaccos can be grown. That is the main object of this additional $1,000."

"Is it not better to complete one project in one place?" asked Chairman Scott. "Until you develop the fact that certain hybrids can grow in Florida, what is the use of trying these hybrids in some other place? Is it not better to continue the work in one place until you have found something that is of some value before going on and expanding experiments in other places?"

Professor Galloway said it is not so much the growing of hybrids as it is the extension of the work of growing hybrids we have been growing elsewhere into the areas where work with other types has been started. "In Florida we have introduced the hybrids principally that we have been developing in Connecticut. It is a continual evolution, so that a hybrid that may be better this year may not be best next year, and we are constantly endeavoring to improve in the direction where improvements are required."

"Yes, but the question is why it should cost more to conduct those experiments one year than another," said Mr. Scott. "It is a matter of time, anyhow. You have to try a hybrid three or four years before you can find out whether it is developing true to type or not, and why can not the experiment proceed with the same limits in which it has been going on?" he asked.

Mr. Galloway replied that in certain parts of Florida there are yet undetermined questions as to whether these tobaccos can be grown successfully. The farmers most interested are anxious to make an experiment as to whether tobacco can be grown with success there. We can pay no attention to the requests to go on with the extension of the work in Florida. It is simply a question of extending the culture of these tobaccos. "We are extending experiments. This soil has been mapped by the bureau of soils; it has been in a measure determined by that bureau that these types will grow there, but we do not know that they will grow."

In an effort to clarify the situation, Mr. Woods stated that the bureau of soils started the work there before the plant bureau took it up. "There is a lot of tobacco planted in the Northern counties of Florida, particularly Leon, and also in Southern Georgia, that was supervised by the bureau of soils. Selected seed was not used, and the crop they obtained this year is very poor. Lots of it cannot be sold. They have about 300 acres of shade and what we must do is to get for them types that will grow under the shade. They have their investment there, and they made it under the department's supervision, and we must stand by them until we get a type of tobacco that they can succeed with. It is not really an extension of the territory."

Chairman Scott said this illustrated what he had in mind, that there is danger in "going too fast." He did not think the department was warranted in extending encouragement to men to go to large expense, to make a great investment in a matter which they were not satisfied by actual demonstration was going to be a success. He asked Mr. Woods if the department had been blamed for the failure referred to.

"It was not due to the department stirring up the matter," replied Mr. Woods. "Such fine success was obtained in the Quincy area that people all around insisted upon putting up shade, and although the bureau of soils did all it could to get them to put up small areas of shade, the people insisted upon having some assistance and direction, and the bureau of soils assigned an expert to that territory. This year since the work has been assigned to our bureau we are doing the best we can to help those already in the business and discourage extension. The same thing is going on in Texas, the growers are insisting upon putting up a large amount of shade and we are advising

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J. F. SECHRIST, Proprietor

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LANCASTER, PA.

them not to do it. One man in Texas wants to put up fifteen acres of shade, and the trouble is that the buyers offer him a good price for his tobacco if he can raise it. The people think they can raise it and say, 'You show us; you help us out.' We tell them that we have not the seed and are not able to do it, that the weather conditions are not favorable in Texas for wrapper tobacco. The department is not really responsible for the Texas situation, and it is not really responsible for the expansion in Florida. Perhaps we made a mistake in yielding to the demand for assistance and giving the growers such assistance as we could. The soils looked all right, and probably they are all right if they have the proper varieties of seed. We have not gone beyond the area that we have inherited from the bureau of soils, and we are trying to round it up and bring the work into a satisfactory condition."

Mr. Woods.—We are not under any legal obligation. We can help them out if we can get the seed with which they can succeed. They are not farmers, many of them, but lawyers and business men, who know nothing about tobacco, have gone into the growing of tobacco on their own responsibility, and a great many of those people are dropping out. They do not know how to grow a good type of tobacco.

The chairman.—I am glad Mr. Woods does not believe the department can be held responsible. I understand how men put perhaps too enthusiastic an interpretation upon statements that they might see, perhaps, in newspapers or farmers' bulletins; but this simply calls attention to a point that I have had a good deal of anxiety about in many cases, the fear that through premature publication, claiming results that as a matter of fact had not been fully determined, the department might lead men to make investments which might turn out badly, and in that way bring discredit upon the department itself. I think that is a matter that should be most carefully guarded against.

Mr. Rucker.—As a matter of fact, though, this tobacco work is nothing but experiment. You have demonstrated a type which you can grow successfully under shade?"

Mr. Galloway.—In certain regions, with certain tobaccos, that is demonstrated beyond all question. The chairman has well made the point that the department can not be too careful of its statements. The Department of Agriculture should be looked upon as the court of last resort, and its statement should be final upon all matters of culture and advice to the people. If there is any doubt whatever as to the advisability of recommending a thing, we should hold in reserve that thing until we are absolutely sure of it. That seems to be the usual and general policy.

—The American Cigar Co.'s factory at Greenboro, N. C., has resumed operations, on short time for the present.

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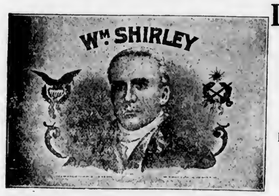

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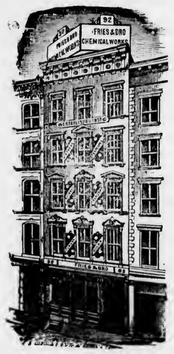

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They Please All Tastes
Always Uniform and Reliable

Death of Wholesale Cigar Dealer.

Omaha, Neb., June 4.

Isaac Kaufman, wholesale cigar dealer and tobacconist at 1107 Farnam street, died Tuesday afternoon of heart trouble. He had been a severe sufferer from heart trouble for almost two months and his death was not unexpected. Mr. Kaufman had been a resident of Omaha for almost twenty-five years and was prominent socially and in fraternal societies.

He leaves besides his wife, three children, Leo, William and Minnie, all living at home. His business will continue to be conducted by the family.

Leaf Tobacco Markets

CONNECTICUT VALLEY.

As usual, Memorial Day came with rain, thus assuring an even set on the tobacco that was set last week. Being an old veteran myself, and anxious to see the desires of the veterans fulfilled I took notice of the attendance at our yearly gatherings in this town and at Northampton, and was surprised at the light attendance of the farmers. Upon inquiry I learned that everybody was busy setting tobacco. The weather has been so favorable for the growing plants that the farmers have been obliged to use all of their time and energies to keep pace with the growing plants. Along the line of the electric road from this place to the shire town of the county, many were seen riding the setting machines, and in the morning at that, which does not always occur in setting time. Even some of the members of the Grand Army were staying away from the exercises in order to keep up with the growth of their plants, as few can afford to let the plants remain in the beds over Sunday. The setting as I should estimate is at least one half done. Of course, most of the setting so far has been done by the large growers, although many of the smaller growers are represented in the above estimate, and this present week will see a very large percentage of the tobacco transplanted.

Our correspondents write:

Wethersfield, Conn.: "The plants are growing nicely with the weather so favorable. None set out yet so far as I know."

Conway, Mass.: "Only one grower here has begun setting tobacco yet and that is Boyden Brothers. They have three acres set to date. A few others may begin this week, but the majority will not transplant any until the first of the month."

North Hatfield, Mass.: "The work of transplanting is now being pushed by all who have plants large enough. R. M. Swift finished setting yesterday eight acres, and has the first five acres stocked over. F. A. & C. H. Crafts, will finish setting their eleven acres today and they have five to six acres stocked over. C. B. Dickinson has his setting well along and will finish about ten acres this wek. At Bradstreet the setting is being pushed rapidly, some are nearly through. At West Whately, setting is fully as far advanced as in any year for the past decade. A few are nearly through; more than one-half finished on May 30."—Am. Cultivator.

BALDWINSVILLE, N. Y.

The interest of the growers is at present centered in the preparations for the new crop. The plant beds are in fine condition with a splendid stand of plants. It is expected that transplanting will become general in a week or ten days. Some of the growers in the vicinity of Plainville are preparing to begin setting the latter part of this week.—Gazette.

EDGERTON, WIS.

If there are any remaining crops of '07 that can be lifted, plenty of buyers are yet in the field ready to take them over, and this pretty aptly describes the buying movement at present. As for some time past, the American Tobacco Co. or its subsidiary concerns are the most active element in the market; nor do they confine their efforts to add to their holdings from first hands, for several packers have disposed of considerable bundle leaf to them during the week. All this points to the cleaning up very closely of the crop before the interests now active retire from the field.

Warehouse handling is drawing to a close with many of the packers, though a few houses have stock on hand for some weeks yet.

Some old leaf is moving in the eastern markets and an occasional lot with local packers, though business has not yet reached normal proportions.

Transplanting of the new crop has started in a few instances during the week and the plant beds give promise to be in readiness by the time the fields can be prepared.

Shipments, 844 cases.—Reporter.

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888,688 Smoking pipe cleaner; W. K. Broughton, Cleveland, O.

888,462 Match receptacle; N. O. Bull, Knosvinger, Norway, and F. Blom-Ohlsen, New York City.

888,508 Cigar; I. Kitsee, Philadelphia, Pa.

888,835 Tobacco stemming machine; J. O. Morris, Washington, D. C.

888,743 Tobacco product and manufacturing same; K. E. Rogers, South Manchester, Conn.

888,554 and 888,943 Collapsible box; W. I. Tuttle, Baltimore, Md.

889,568 Cigarette box and case; G. Albrecht, Pittsburg, Pa.

889,773 and 889,774 Cigar mold; N. DuBrul, Cincinnati, O.

889,534 Smoking pipe; H. Maas, Sheboygan, Wis.

889,252 Match box; D. W. Morgan, Salem, Va.

889,556 Cigar tip perforator; A. W. Stephens, Waltham, Mass.

889,283 Cigarette pipe; A. Weisz, Colorado Springs, Col.

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WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
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Daily Capacity: Five Thousand Boxes

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.
CHASKEL'S SPANISH BETUNS
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
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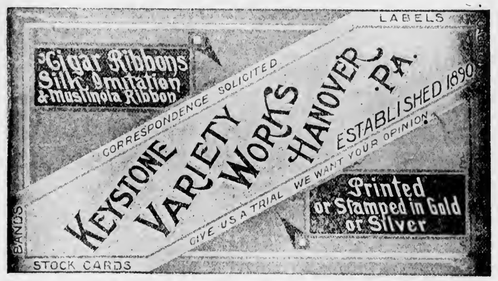

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YORK, PA.
Steam Cigar Box Manufacturer
DEALER IN
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EDGINGS, BANDS, ETC.

Parmenter Wax-Lined
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Afford PERFECT PROTECTION AGAINST
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Indorsed by all Smokers, and are the MOST EFFECTIVE
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Racine Paper Goods Co., Racine, Wis., U. S. A.
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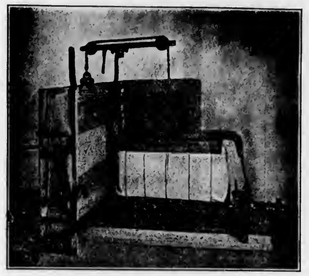
PATENTED MARCH 9, 1897



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Regular Weekly Sales Every Thursday
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CIGAR LABELS
238 Arch Street, Philadelphia.
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Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
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American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
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IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Clear Havana . 10c.
"S. B." Seed and Havana . . . . . 5c.
"KATHLEEN O'NEIL" . . . . 5c.
"VUELTA SPRIGS" The Mellow Cigar . 5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .

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NEW HOLLAND PA.

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The AMERICAN TOBACCO CO., NEW YORK

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THE TOBACCO WORLD

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Established in 1881. Vol. XXVIII., No. 25. | PHILADELPHIA and NEW YORK, JUNE 17, 1908. | One Dollar per Annum. Payable in Advance.

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HUNT CLUB . . .	Cube Pipe Tobacco
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CORRESPONDENCE SOLICITED PHILADELPHIA

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NICKELBY, 5c.

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
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W. K. Gresh & Sons, Makers, Norristown, Pa.

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Makers of the

JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
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High Grade Seed and Havana Cigars
Correspondence with Responsible Houses Solicited

Wanted—CUTTINGS—SCRAPS—SIFTINGS
EMIL BERGER TOBACCO CO.
Tel. 722 Orchard 6-8-10 Gouverneur Slip, NEW YORK

For Sale { CIGAR SCRAPS—Clean and Sound
Write Us for Prices
EMIL BERGER TOBACCO CO., 6-8-10 Gouverneur Slip, NEW YORK

THE TOBACCO WORLD

Vol. XXVIII., No. 25 PHILADELPHIA, JUNE 17, 1908 One Dollar the Year

EQUITY FACTORY PROJECT

Discussed at Meeting of Frankfort Business Men's Club.

Frankfort, Ky., June 13.

A movement, having for its object the establishment of a tobacco manufactory here, to handle pooled tobacco held by the Equity Society, was launched at the regular semi-monthly meeting of the Business Men's Club. A large number of the members took kindly to the plans, and one who is a tobacco grower himself and a member of the Equity pool, declared that he had so much faith in the proposition that he would take $1,000 in stock himself, and could so be recorded.

A plan to interest the tobacco growers, especially, in the proposed factory, was discussed; that of issuing certificates of stock to the tobacco growers for half the amount of the crop which they might sell to the factory, paying them cash for the other half and paying them dividends upon their stock in the factory at the end of the year, as any other stockholder. All tobacco would be purchased at Equity prices, and special contracts would be made for the raising of tobacco for the factory. Many merchants agreed to make contracts to handle the products, and the factory appears to be a go.

Equity Twist Popular.

Covington, Ky., June 13.

According to Mr. C. W. Best, President of the Lovell & Buffington Tobacco Company, of Covington, who claim to be the first tobacco manufacturing company putting out a product manufactured from "Equity" tobacco, and who use this fact in advertising their goods, there has never been a new tobacco that had such a phenomenal sale as their Equity twist. While in the city he purchased a quantity of tobacco from the Equity Society.

Mr. Best stated that practically all the tobacco companies in this section of the country are beginning to use this tobacco in the manufacture of their product because, he stated, that the tobacco using growers had practically cut out purchasing the American Tobacco Company's goods entirely.

Rehandling Warehouse Burned.

Paris, Tenn., June 13.

One of the best rehandling tobacco houses in this section, that of Palmer & Brown at Hazel, was burned, causing a loss of $10,000, with an insurance of $6,000. The fire may have been of incendiary origin, but is generally supposed to have been caused by the carelessness of some boys. About 50,000 pounds of tobacco were burned.

Cigar Store Changes Owners.

Palestine, Tex., June 10.

L. P. Maynard and W. B. Riley have bought the cigar and news store from R. L. Rodgers, and the same will hereafter be known as the Union Cigar Store. The management will be under Mr. Maynard.

BRANCH IN CINCINNATI.

Temple-Shaw Cigar Co. to Start Branch Factory in Queen City.

South Bend, Ind., June 13.

W. L. Temple, of the Temple-Shaw Cigar Mfg. Co., left yesterday afternoon for Cincinnati where the firm has just completed arrangements for the establishing of a branch factory for the manufacture of their well known brands of cigars. The factory will be opened Monday and 25 cigarmakers will be put to work on the start. It is expected that the branch will greatly relieve the overcrowded condition of the local factory in this city.

Albany Firm Expanding.

Albany, N. Y., June 15.

Not a little surprise is manifested in the progress and success of the Dearstyne Bros. Tobacco Co. of Albany. Owing to its increased business it has become necessary to add another building to its already large store facing South Pearl street. This annex, which is now used entirely for the wholesale business, is accessible from Division street, also South Pearl street. The building is arranged for the company's exclusive use. There is an electric elevator, together with several other improvements.

An expensive plate glass front has been contracted for, and work begun for the store on South Pearl street. The contractors expect to complete it this week, and when finished it will be one of the best store fronts on the thoroughfare.

In addition to these alterations, George Spalt is completing his contract for new fixtures throughout, including new show cases of the latest pattern, wall cases, also a humidor with a capacity of one-half million cigars. This humidor is equipped with the best and latest device for keeping the stock of imported, Key West and domestic cigars in condition for sale at any time.

In place of the present floor a handsome mosaic floor will be laid, and the whole arrangement of the store will be changed to meet with the general approval of the public. The company's ambition is to please the smokers and give them the best inducements and value for their money.

When completed this tobacco emporium will be one of the best in the State.

Death of Baltimore Tobacconist.

P. G. Gaspari, one of the oldest retailers in Baltimore, died recently of a complication of diseases, at the age of 68 years. He had been engaged in the tobacco business for more than fifty years.

For many years previous to and up to the time of his death Mr. Gaspari served as President of the French Benevolent Society of Baltimore.

—A tobacco warehouse of W. H. Lozier, stogie manufacturer at Mt. Pleasant, Pa., was recently damaged by fire.

SUBSIDIZING SALESMEN.

W. N. Todd Reports Complete Success with Regard to Tobacco.

The report of the special committee apointed to secure a cessation of the practice of tobacco manufacturers subsidizing jobbers'salesmen was presented by its chairman, W. N. Todd, on behalf of himself and his colleagues, J. F. Kelley, S. W. Lee, D. H. Bethard, S. T. Alton and F. B. Milliken, substantially as follows:

"Under advice and instruction of the Executive Committee we assembled in New York on March 21 and after consultation agreed to take up this matter with the American Tobacco Company officials, this company being the most prominent in advocating the policy of offering premiums to salesmen. Your committee presented the plea of the jobbers, stating the position taken by the National Wholesale Grocers' convention at Chicago in June, 1907, as to the subsidizing of salesmen and the later action of the Executive Committee in appointing your special committee to present the petition. The question was very thoroughly discussed by both sides and finally, after an all day session, the petition of the association was granted without any conditions and made applicable to all territory. Mr. Dula at the conclusion of the conference took occasion to compliment our association upon the good and effective work accomplished and assured your committee that his company stood ready to work with us in all matters pertaining to the bettering of conditions and the furthering of harmonious relations.

"In view of the concession of the American Tobacco Company and the agreeable manner in which they met this request, your committee feel called upon to urge upon the members and distributers of tobacco generally throughout the United States to show appreciation by insisting upon all others who are influencing your employes by premium offers, cash donations, or in any manner attempting to gain special efforts in their behalf from your salesmen, discontinuing the practice, and if necessary refuse positively to submit to same."—Journal of Commerce.

Wheeling's Newest Store.

Wheeling, W. Va., June 12.

Clarence J. Fugate, one of Wheeling's well known tobacconists, was formerly located at the south end of Market street bridge, but owing to the rapid growth of his trade he was compelled to move uptown into more commodious quarters to take better care of same. Starting in a very modest way about two years ago, Mr. Fugate has by his energy and aggressiveness, combined with meritorious goods, been enabled to build up a business that today extends many miles each way from this city. His specialties are Little Havanas and Monarch Tobies.

In this new establishment Mr. Fugate will carry a much more extensive assortment of pipes and smokers' articles, and also a line of periodicals.

WISCONSIN-MADE STOGIES.

West Virginia Company Looking for Location in Badger State.

Janesville, Wis., June 13.

Janesville stogies may become as famous as the Pittsburg or Wheeling product in time if the plans of a present large manufacturer of the smoke sticks are carried out. Within the past week a representative of a West Virginia company has been in Janesville seeking a central location for a stogie manufacturing plant. He has secured options on at least two buildings suitable for his purposes and may move to Janesville within the next few months. The concern would employ several hundred hands the year round and be a valuable addition to the city's industries.

AN ALABAMA TOBACCO FARM.

Experiments in Tobacco Growing Near Brewton, Ala.

Noting the success of the experiments in Escambia county of the tobacco planted last year planters near Brewton have decided to make like experiments and two acres have been planted in tobacco. The land has been shaded and the planters believe their experiments will prove successful.

A special from Brewton regarding the tobacco farm, is as follows:

"The experimental tobacco farm of two acres, which Brewton men are promoting, and of which J. W. Terry has charge, located on Mr. Terry's place, two miles north of town, is receiving a great deal of attention from the people of the entire county.

"Mr. Terry has made two trips to Quincy, Fla., where are located some of the largest tobacco farms in the world, and there learned all that was possible to learn about the culture and caring for the fine grades of cigar wrapper tobacco, and he is sanguine of success with the experiment.

"The two acres are enclosed by a solid board wall eight feet high and covered with one and a quarter inch slats placed one and a half inches apart. This shade is said to be as good as any to be found in the Gadsden county district.

"Tobacco requires a high degree of fertilization, and upon these two acres Mr. Terry has placed fifty sacks of cotton seed meal, 200 bushels of green cotton seed, 2,000 pounds of lime, 2,000 pounds of special tobacco fertilizer, fifty tons of rough manure and 20,000 pounds of ashes from the slab pits at the saw mills. This fertilizer is thoroughly incorporated with the ground to a depth of sixteen inches. In this specially prepared ground there are 26,400 Sumatra plants set out, and they are growing off nicely, some of them now being at least fifteen inches high and from reports received from the Florida fields are as far advanced as any in that section. When grown the plants will reach the top of the enclosure and protrude through the cracks in the covering."

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

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THE TOBACCO WORLD

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Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

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LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana**

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Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

H. Dolinsky & Son — Importers & Packers of — HAVANA AND SUMATRA SEED LEAF TOBACCO

147 N. Third St, Philadelphia, Pa.

REGISTERED — 1642-44 N. ELEVENTH. ST. — L. KRUPPENBACH — IMPORTER of HAVANA and SUMATRA — DEALER IN LEAF TOBACCO — PHILADELPHIA

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

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224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

REPUBLICA DE CUBA — REPUBLICA DE CUBA

CUBA — LA UNION DE FABRICANTES DE TABACOS Y CIGARROS DE LA ISLA DE CUBA

Autorizada por el Gobierno de la Republica

GARANTIZA

que los tabacos cigarros y paqueles de picadura que lleven esta precinta son fabricados por

HABANA

REPUBLICA DE CUBA — LA PROPIEDAD ARTISTICA E INDUSTRIAL ESTA REGISTRADA EN TODOS LOS PAISES — REPUBLICA DE CUBA

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The above Precinta, or Warranty Stamp, is only used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these Stamps were made in Cuba by such Independent Manufacturers belonging to the Union.

BE IT KNOWN: That said Guarantee Label only the manufacturers belonging to the Manufacturers' Union have the right to use and to attach on all cigar boxes and other packages of their goods.

COLORS OF THE PRECINTA: Black with pale blue ground; fac simile of the seal of the Presidency of the Republic: dark blue.

STRIPPERS' STRIKE ENDORSED.

Labor Organizations at the Hub Endorse Strike of the Pippin Factory Tobacco Strippers.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., June 14.

The retail merchants of Boston and vicinity are making grand preparations for the celebration of Bunker Hill Day, June 17th. As usual, Charlestown is the main squeeze, and the electrical parade and fireworks displays this year will surpass anything ever exhibited in this town for many years.

Boston retailers are finding trade quiet. The pleasant weather is doing plenty of good for the beach merchants.

Nantasket Beach, with Paragon Park as the leading attraction, opens up today for the season and as the weather is very hot today, the opening ought to be a big success.

Practically every labor organization which met in Boston last week indorsed the strike of the Boston Cigar Factory Tobacco Strippers' Union that is now going on in the Pippin cigar factory here. The Central Labor Union has appointed a big committee to assist the girls. The strike was authorized by the American Federation of Labor. The cigarmakers are still at work in the factory, under a decision of their International President. The cigarmakers on Friday night appealed to the International Executive Board from the President's decision and elected M. H. Touvim and M. H. McCarthy to at once proceed to Chicago to interview International President Perkins on the matter, and also to confer with President Gompers of the A. F. of L., who is the First International Vice President of the cigarmakers.

Mr. Weislow, representing Hull, Grummond & Co., Binghamton, N. Y., is spending several days at the Hub taking orders for Flor de Franklin, Black Crook, Rail Splitter, and other brands of his firm's make.

George Weislow, formerly with Hull, Grummond & Co., is now representing on the road the firm of Rosenthal Bros., New York city.

I. Rosenthal, of Rosenthal Bros., N. Y., is expected here on Tuesday.

Chas. Schaverin, a New York tobacconist, was in town on Thursday.

D. J. Murphy, with the Booker Tobacco Co., has resigned his position and accepted a similar one with the Falk Tobacco Co., which he will now represent here. Mr. Murphy will feature London Sports and Champagne Cocktail cigarettes and also all the high grade smoking mixtures made by his concern.

M. Falk, of Falk Tobacco Co., was here on his regular sixty day trip, and as usual has something new to offer. This time it is London Sports, a 10 for 5 cent foil Turkish blend cigarette. The package is an attractive one and the quality is very good.

The Tobacco Trust which some months ago did a lot of advertising here on the Wilson cigarettes, which sold well for awhile but have since died out, is now striving to place Piedmont cigarettes on this market. A few years ago this brand was campaigned here and for the past two years retailers have had a hard time to clean same out of their stock at 3 cents a package. A crew of salesmen are here giving three packages of Hassan cigarettes free to the retailer who buys 500 of the Piedmont. In each package of these cigarettes are two whole coupons of the Tobacco Trust which are worth half a cent each.

The Tobacco Trust is well aware that this brand will never take hold here, but it is the same old scheme the Tobacco Trust has been resorting to for a long time, that is to kill off some independent manufacturer who is striving to get a share of this country's business under the motto "The world owes every one a living."

Chas. Newton has been engaged by N. E. Nichols and has started in selling Phillip Morris and Unis cigarettes. Harry B. Cohen is in Maine, and Mr. Woods is looking after the Boston trade.

C. R. Lovell, a N. Y. cigar broker, spent the week calling on our jobbing trade and with his usual success.

Ben Ali.

--H. P. Blasdell has opened a cigar jobbing house at Luverne, Minn.

STEPHEN F. KETRAN

Interior Wood.. Work.. — Makes a Specialty of Fitting Up Cigar Stores

Bank, Church, Office, Store Fixtures and Special Cabinet Work

1615 to 1623 McKean St., Philadelphia

The Latest Success

Lynnhaven Cigarettes

10 for 10

Ware-Kramer Tobacco Co.

Norfolk, Va.

ARTHUR HAGEN & CO.
Philadelphia, Pa.
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119 N. Third St., PHILADELPHIA

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Importers, Packers and Dealers in

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Leaf Tobaccos

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Our Retail Department is Strictly Up-to-Date

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Dealer in all kinds of SEED LEAF

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Long Distance Telephone, Market 3025.

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Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

SAMUEL HARTMAN & CO.

DEALERS AND PACKERS OF

Domestic **Leaf Tobacco** of All Kinds

CONNECTICUT A SPECIALTY

Office and Salesroom:

313 and 315 West Grant Street

Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

Northern Wisconsin Leaf Tobacco Co.

PACKERS OF AND DEALERS IN

Northern Grown Wisconsin Tobacco Exclusively

LA CROSSE, WIS.

UNION MADE..... ALL QUALITY..... UNION BOXES

H. G. BURKY

MAKER

10c. HAND MADE HAVANA CIGAR 10c. 5c. A HIGH GRADE CIGAR FOR 5c.

Write for Samples and Prices

FACTORY No. 1898, FIRST DISTRICT, READING, PA.

HEADQUARTERS FOR

Wisconsin Tobacco

L. B. CARLE & SON

Packers and Dealers JANESVILLE, WIS.

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Leaf Tobacco

Tobacco Bought and Packed on Commission

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Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

The Week's Doings in the Havana Leaf Market.

Report of the 1907 Crop Shows an Increase Over the Previous Year. Incessant Rains Prevent Factories from Working. Curiosity as to Why the American Buyers Have Taken So Much Leaf Lately.

Special Correspondence of The Tobacco World.)

Havana, Cuba, June 8, 1908.

Records for the 1907 crop, closed April 6, 1908, totaled 467,248 bales, or 187,615 bales more than the preceding harvest yielded.

[The crop is calculated by the receipts of tobacco from the country from the month of April, or the earliest start of operations, up to the time when the next crop is ripe, the following April.]

Divided into the different classified kinds of tobacco, the 467,248 bales are comprised in the following table:

Vuelta Abajo	245,334	bales
Semi Vuelta	23,210	"
Partidos	75,665	"
Matanzas	1,010	"
Remedios	107,161	"
Puerto Principe	1,089	"
Santiago de Cuba	13,779	"

The latest advices from the Vuelta Arriba section of the island report rain in all the neighborhood where the so-called Remedios tobacco is raised, and say conditions in that part of the country are promising. The rain has continued in Vuelta Abajo and Partidos. In the latter section the moisture was so great that many branches of Havana cigar factories, located at Bejucal, Santiago de las Vegas, San Antonio de los Banos, Artemisa and other towns, had to stop work for several days.

Work is being taken up in all of the above sections, and operations in the packing of tobacco in Vuelta Abajo, Partidos and Remedios will shortly be in full swing.

Only a moderately active week in trade affairs in the city of Havana has gone on record. Many of the buyers who were in town last week have departed and, although a few others have arrived in the last several days, there is a comparatively small number in the market.

Sales

About 4,000 bales were sold in all. Of this quantity the Spanish Regie bought close on to one-third, consisting exclusively of Vuelta Abajo colas. Nearly 2,000 bales of Remedios first and second capaduras were traded in, and the remaining six hundred and odd bales were mostly Vuelta Abajo fillers, for which there is also a demand.

Excepting the quantity bought by the Spanish Regie, almost all of the above number of bales sold was taken by American buyers who have been in town or by American concerns established here. By the way, the latter have got most people guessing as to the real destination of all the tobacco the American export houses here are buying, especially of Remedios first and second capaduras. There has been some very heavy buying going on for a good many weeks, and all of it, so far as local purchasers were concerned, was limited to a certain number of houses. For whom and for what purposes houses like I. Bernheim & Son, Sylvester & Stern, Manuel Menendez Parra, and one or two more, but especially the two first named concerns, have bought so much Remedios is a mystery. Some say they are buying on firm orders from their customers, and others say it is for "speculation." Of course in some cases they have obtained real cheap figures, but it is also a fact that they have bought when they could not get the goods below the ruling market price.

Buyers Come and Go.

Arrivals:—Mortimer Regensburg, of E. Regensburg & Sons, and Sol G. Salomon, of G. Salomon's Sons, New York; Alvaro Garcia, of Garcia y Vega, New York and Tampa; Carlos Pfluger, Havana, and Francisco Gonzalez, of Gonzalez y Hno., Havana—returned; A. W. Kaffenburgh, of I. Kaffenburgh & Sons, Boston.

Departures:—Marcelino Perez and son, for New York; Jos. Mendelsohn, for New York, via Tampa.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

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HAVANA, CUBA Monte 56 NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In	VUELTA ABAJO	at	PUERTA de GOLPE
"	PARTIDOS	"	SANTIAGO de las VEGAS
"	REMEDIOS	"	SANTA CLARA
"	"	"	QUINTA CAMAJUANI
"	"	"	SANCTI SPIRITUS

Factory Vegas a Specialty

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS

ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista Neptuno 170--174 Special Partner—Gumersindo Garcia Cuervo

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" Correspondence Solicited in English

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM *Habana*

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

LUIS MARX

Tobacco Grower

No. 8 Cuba Street Post Office Box 177

HABANA

Havana Cigar Manufacturers

The cigar business in the Independent factories is rather quiet at present; a few orders were received by the different manufacturers during the week. The factories are crawling along until they can begin work with the new crop, when, it is firmly believed in all quarters, business will greatly improve. During this week, owing to the incessant heavy rains in the city of Havana and in the small towns nearby, where Havana factories have also had some branches open since the last strike, the moisture has been so great that many factories have been obliged to stop, as the cigars that were made could not be delivered, having to be stored away in the cabinets to dry out before they could be properly packed.

Antonio Allones, of A. Allones & Co., was heard from last week from New York, and he writes that he expects to be home this week. He hinted that he will bring along a number of good orders for Mi Necha and Modelo de Cuba.

Eustaquio Alonso, of Cifuentes, Fernandez & Co., is in New York, and the Partagas factory has received a confirmation of previous advices of his arrival there in the shape of some very substantial orders from the principal importers and buyers of fine cigars. He expects to leave shortly for Philadelphia.

La Sirena will begin to use new tobacco in the blend of its cigars during the coming week.

Factories like Romeo y Julieta Punch, Por Larranaga, Calixto Lopez & Co., Rey del Mundo, Castaneda and others, all have a fair supply of orders and are working steadily.

The Sol is one of the largest sellers on the island of Cuba. One does not appreciate the importance of Cuba's trade in cigars until he understands that the island consumes about 200,000,000 cigars, or about half of the production, and, as the domestic trade demands very dark colors almost exclusively, the Sol factory is therefore better equipped to deliver light colors to its customers in the United States and other countries ordering generally light colors.

H. Upmann & Co. shipped last week 80,000 cigars of their famous H. Upmann brand and other Independent trade-marks.

Buying, Selling and Other Notes of Interest.

Mark A. Pollack has been a heavy buyer last week. He bought nearly 800 bales of Remedios first and second capaduras, from several parties.

Joe Mendelsohn, of the firm of Manuel Suarez & Co., Havana, and of Mendelsohn, Bornemann & Co., New York, left unexpectedly again for the States last Saturday. He left via Tampa, for Chicago. Mr. Mendelsohn had just returned to Havana a week previous after a several months' trip to the North.

A. M. Calzada & Co. were busily hauling in a large number of bales this week when your correspondent stepped into their office. Don Antonio Calzada expects to leave on the 14th instant for the States. He intends to combine business with pleasure, taking his family to Saratoga in order to get away from the intense heat which is felt here, and at the same time he will visit his business friends in the North.

(Concluded on p. 14)

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

CABLE ADDRESS "CALDA" TELEPHONE 6071.

A.M. CALZADA & CO.

PACKERS AND DEALERS IN

CODE USED A B C 4TH AND 5TH EDITION.

LEAF TOBACCO

OFFICE & WAREHOUSE MONTE 156

P.O.Box 595 HAVANA, CUBA.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

L. J. SMITH & CO.

Red Lion, Pa.

WHOLESALE CIGAR MANUFACTURERS

and

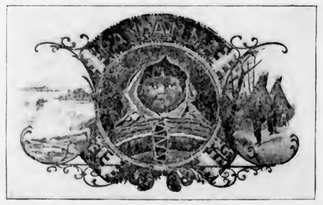
Dealers in Leaf Tobacco

Correspondence With Responsible Houses Invited

Private Brands Made to Order

We have a line of Superior Nickel Goods put up attractively; some with specially designed Bands, etc.

We have increased facilities for supplying live distributors with fast selling products.



ERNEST ELLINGER & CO. Nos. 87-89 Pine Street Office, New York
Importers of HAVANA TOBACCO

E. A. KRAUSSMAN
Importer of
Havana Tobacco
168 Water Street
New York

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of Leaf Tobacco
Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE: 183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga.
Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, June 16.

New York Leaf Market.

There was a moderate business done in domestic leaf tobacco during the past week. No single transaction was of a specially noteworthy character, nor was the demand confined to any one type of leaf. Conditions generally may be said to show somewhat of an improvement.

In Sumatra tobacco the market has been fairly active, and prices were well maintained for both old and new goods. There seems to be less discrimination against the new importations now than there was during the earlier part of the season.

A moderate activity existed in the Havana market, and the withdrawals indicate a fair volume of business.

• • •

The Cigar Industry.

Metropolitan manufacturers are still finding business conditions and the demand for goods to be of a mediocre nature. Although forces are being gradually increased at a number of factories there is lacking the vim that characterized the trade previous to the financial flurry of last fall, and from the effects of which the entire trade is still suffering to some extent.

• • •

La Carolina Suit.

In the suit of the Havana Tobacco Co. against Austin, Nichols & Co., in which is involved the right to exclusive use of the title La Carolina, evidence is now being taken.

Both houses claim the right. The Havana Tobacco Co. acquired it by purchase of other factories, one of which was using the title. Austin, Nichols & Co. claim to have used it for many years past. The preliminary skirmish, which consisted of an application for a temporary injunction against Austin, Nichols & Co., was lost to the Havana Tobacco Co. by the court's refusal to grant the temporary injunction. Evidence in the case is now being taken, so that the facts may be fully brought before the court. The case has excited considerable interest, owing to the prominence of the title and the litigants.

• • •

Spanish Society Celebration.

La Naeional, the Spanish Benevolent Society, held its thirty-ninth annual summer night's festival at Sulzer's Harlem River Park last Saturday evening. As usual, the affair proved a grand success and the committee in charge are to be congratulated upon the outcome. Charley Fox acted as floor manager and was ably assisted by Mr. L. Tuero, Jr., and Mr. J. San Julian. The officers for 1908 consist of Andres Dias, President; Laureano Tuero, Sr., Vice President; Marcelino Perez, Treasurer; Jose A. Perez, Financial Secretary; Tomas Rodriguez, Corresponding Secretary, and V. Mendizabal, Physician. Announcement was made that the organization will celebrate its fortieth anniversary by giving a Grand Civic Ball at Manhattan Casino, on November 21st.

Tobacco Companies Disagree.

Louis Berger, through his attorney Frederick Hemley, applied this week to Justice Bischoff for permission to examine the books of the International Tobacco Co. Abraham Dielar, attorney for the tobacco company, opposed the motion on the ground that the same was not made in good faith but for the purpose of annoying the company. Berger claims to own twenty-nine shares of stock of the International. His nephew, Emil Berger, is the owner of another scrap tobacco business.

In an affidavit the vice president of the International declares that the application is a part of a scheme of attemp ed blackmail on the part of Emil Berger, and is made for the purpose of harrassing and annoying the said company and officers, and for the purpose of injuring the credit of the said company, and also for the purpose of examining the secrets of the business of the company and competing with them.

• • •

Trade Notes.

Benno Neuberger, of E. Rosenwald & Bro., has returned to Amsterdam, to attend the remaining inscriptions of Sumatra tobacco.

S. H. Friedlander, with Ernest Ellinger & Co., Havana importers, has returned to New York from a trip through the South, where he had a very good business.

Manuel Lopez, of Calixto Lopez & Co., has gone to Cuba to visit the Eden Factory. George Becker, general traveling representative of the house, is now making a Western trip.

Henry Meyer, David Ritter and Harold Meyer, of Henry Meyer & Co., Cincinnati, O., stopped in New York last week, enroute from Cuba.

Mortimer M. Frank, with the De Florida Tobacco Co., returned last Saturday after a successful trip up the State.

The sale of the Claude Duval, manufactured by Jos. Abrahams, has been increasing gradually. It is a clear Havana cigar and has so far proven a good duplicator.

A. L. Loewenthal, the Water Street leaf dealer, has returned from Connecticut where he purchased considerable Havana seed leaf. His son Ben, in his absence, canvassed the city trade and put through a few fair sized deals.

Chas. J. Lederman, leaf dealer of Lancaster, Pa., and M. C. Miller, of Hartford, Conn., paid the Metropolis a visit this week.

Harry S. Lederer, of 66 Nassau street, is at present up East showing his G. B. D. pipes and pushing the sale of his Luntin Mixture, and is not expected back for some weeks. He reports a steady demand for his wares.

The "Only" Theodore Beckhardt, representative of the leaf firm of M. Oppenheim, has returned from his Jersey section. "Beck" reported things as pretty quiet and returned sooner than he expected. However, the best salesman gets left once in a while, and he looks for better times up York State, where he will be next week.

Maurice Scadron, of 397 Canal street, reports the cigar business as pretty fair. This is an old established stand and is famous for its clear Havana smokes. One of the principal brands, Radiance, has gained quite a sale in the nickel line, while Scadron's Smoker at 6 cents is fast becoming popular.

A recent incorporation was the Lyal Cigar Manufacturers, with a capital of $5,000. The directors are Lyal L. Mahoney, James L. Mahoney and Chas. Kendell.

THE LANCASTER TOBACCO MEN

Leaf Trade Slow, but Small Lot Sales are in Evidence. Planting Progressing. The Growers' Meeting. Clime & Bro. Trustee's Sale.

Lancaster, Pa., June 15.

The leaf tobacco market during the past week was again somewhat dull. Particularly so when a comparision is made with the business of the several weeks pervious. Sales of any size were few, but manufacturers were more inclined to buy in a small way and a considerable quantity was thus disposed of.

The planting season has progressed pretty well and today's showers are being hailed with delight by all, for the past two weeks had almost developed into a drought.

The regular bi-monthly meeting of the Lancaster County Tobacco Growers' Association on Monday afternoon last was held in the A. Herr Smith library building on North Duke street.

President Herr was in the chair, and he received the opinions of the growers on the tobacco crop. George Hibshman, of Ephrata, stated that the crop will only be three-fifths as large as last year. It was stated that the plants are very backward, and that a certain snail is doing considerable damage to the plants. President Herr advised the use of copperas in destroying this pest. It was announced that about one-third of the new crop is planted, and that there was a decrease in the tobacco acreage, which will be between 3,000 and 4,000 acres.

President Herr said he had received a letter warning him that an effort will be made to allow Philippine tobacco to come into this country free of duty, and he believed that this effort would be successful, no matter what the next administration would be politically. He said, however, that the Philippine leaf would never take the place of Pennsylvania tobacco.

He also stated that instead of selling the off-fall from the stripping house the farmers should use it as fertilizers on their fields.

A discussion was entered into on the question of organizing for protection, and it was the opinion of several farmers that as there is a tobacco trust, a bran trust, etc., the farmers should protect themselves by a similar organization.

After a discussion of fertilizers, the meeting adjourned.

The large cigar factory of the M. Kinports Company, at Manheim, was visited by thieves recently and 5,000 cigars were stolen. Entrance to the factory was gained by forcing open the door. The thieves were evidently acquainted with the goods taken, only the brand having been taken which was made on that day; the cigars were as yet unbranded and unstamped, and

(Concluded on page 14)

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER
Monroe D. Sellers, Sellersville, Pa.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA
and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
NEW YORK
ESTABLISHED 1840 CABLE: "NARGIL"

GEO. W. PARR
Littlestown, Pa.
Manufacturer of
HIGH GRADE CIGARS
Fernside
Parr Value
Lord Wharton
Special Brands Made to Order
CORRESPONDENCE INVITED SAMPLES ON APPLICATION

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE SITUATION and PROSPECTS

The news of the past week has been the most encouraging since last November, and there is now better reason to hope for an early return to more nearly normal trade conditions than at any time during the past seven months. There is every indication that there will be more than average bountiful crops. The iron industry, which is at least a vertebra, if not really the backbone, of American industries, is furnishing evidence showing that 1908 will prove much more active than was predicted in the early beginning of the year.

The general character of recent news is a proof that the country is gradually getting back to a sound working basis, and denotes the improbability of a slump to alarm low points of production. Sales of immense quantities have increased the optimism of that industry.

The convention time of the two great political parties of the country is now at hand, and with the completion of their deliberations and final selection of their leaders there should follow a greater business activity throughout the land.

The agitation by trunk line railroads for an increase in freight rates has created some uneasiness, but that should not cause sufficient alarm to materially affect business conditions generally.

THE LOCAL TOBACCO NEWS

There has really been more activity in the local leaf market during the past week than for some time previous. The amount of business actually done was not so much greater, but inquiries have been much stronger, goods were more freely looked at, and out of town visitors were more numerous, both as buyers and sellers.

The Sumatra market has been well maintained and a fairly satisfactory volume of business has been done.

No change of note has occurred in the Havana leaf market, and a good demand exists for all desirable lots held by importers and dealers.

The cigar trade shows a fair progress, and each month is adducing a proportionate comparative increase, as shown by the internal revenue returns. The cigar output for May in the First District was 53,245,000, which in comparison with the output of May, 1907, of 60,453,000 shows a falling off of 7,208,000, but it is less than the falling off shown for April and preceding months of this year, in comparison with the same periods of 1907.

Jobbers and retailers have found a somewhat better condition of things, and sales have increased to a large extent with those located in the busy sections of the city. Nearby resort stands are just getting into swing, but little can yet be said as to the success of their ventures for this season. City dealers say they have so far been benefited rather than adversely affected by the usual Saturday exodus to the shore and other outing points.

A well known member of the leaf tobacco trade of this city has criticised the notice published in our last issue concerning certain action taken at a recent meeting of the Philadelphia Leaf Tobacco Board of Trade. Objection was made to the phrase "Press Censorship Committee," and which he stated was a misconstruction, and that it was a "Committee on Journalism" which had been created by the National Cigar Leaf Tobacco Association, at its meeting held in Philadelphia, May 11 and 12.

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PHILADELPHIA, JUNE 17, 1908.

The Theobald & Oppenheimer Co. has now completed the removal of its offices to the new building at 4th and Cambridge streets and the old building at 111 to 117 North Third street are now practically vacant.

Frank M. Toppin, formerly a salesman with the T. & O. Co., has taken the selling agency here of the W. W. Stewart & Sons factory of Reading, makers of the John Hay cigars, which have already found an entrance to this city and vicinity, and with Mr. Toppin's well known energy will doubtless be strongly pushed to the front.

Godfrey S. Mahn Co. have secured the cigar privilege at the Casino, at Willow Grove Park. They have had this privilege for several years past, and always carry a line of high grade goods only.

The Emze Cigar Co., which has now two stores, one on Thirteenth street near Filbert and another on Tenth below Market, has been making considerable progress lately, for between the demands of the two retail establishments and a local trade around the city, their factory forces have had to be increased. In the nickel product, their Emze cigar is being made the leader, and its sale has been increasing at a steady pace.

H. M. McRae, representing the Ehrlick Mfg. Co., of New York and Tampa, was last week showing the trade of this city a line of his firm's goods, some of which were put up in a new and novel way. Philadelphia, to some, may seem a little slow to take on new ideas, but Mr. McRae's congeniality could not be resisted.

Thomas E. Bowen last week made his initial visit in this city in the interest of the Jose Casio y Ca., that concern being now under the management of the R. Steinecke Co., of New York. Until recently Mr. Bowen was representing V. Guerra Diaz & Co., also of Tampa.

Henry Weiss, of the American West Indies Trading Co., ran over from New York early this week on a special business trip.

The announcement of the marriage of Harry C. Vetterlein to Edith Laura Eisenlohr came as a complete surprise to the groom's most intimate friends, but the union of two of Philadelphia's best known families was greeted with delight by all who have heard of it.

The groom is the oldest son of Julius Vetterlein, whose name is familiar to everyone in the leaf tobacco trade, and the bride is a daughter of Otto Eisenlohr, head of the great cigar manufacturing firm bearing his name.

The couple were married very quietly in New York, at the home of Geo. W. Spitzner, 12 E. Seventy-fourth street, on Monday last, the 15th instant, and soon after the ceremony they set sail for Europe to spend their honeymoon.

C. W. Saunders, with the Cortez Cigar Co., of Key West, this week made his first visit here since the firm was burned out some time ago. They are again in good running order now.

Arthur Loeb, of Leopold Loeb & Co. expect to sail on Wednesday next, per steamer Lusitania, for Europe, and will attend the remaining Sumatra inscriptions in Holland.

Jos. Mayer, of the Independent Cigar Mfg. Co., of Detroit, Mich., was in this city last week, to attend the funeral of his mother, who was a resident of Philadelphia.

Otto Eisenlohr & Bros., of Cinco fame, have secured a building at Coopersburg which, after it shall have been extensively altered and remodelled, will be used for cigar manufacturing purposes.

Al. Metzger, of Berriman Bros., New York, has been in this city calling on some of his many friends here.

W. E. Gheen, of Jersey Shore, Pa., was in the city this week for the first time in several months.

J. H. Hoober, a leaf packer of Lancaster, Pa., was last week a visitor in the local leaf market.

M. F. Greene, of Janesville, Wis., was a recent visitor in the leaf market of this city.

E. G. Dunlap, with Arguelles, Lopez & Bro., of New York, was recently covering the trade in this city, and, as usual, secured some nice business on his line of clear Havana goods.

TRADE MARKS REGISTERED.

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade Marks to be registered and published should be addressed to the Tobacco World Publishing Co., 224 Arch street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is $1 for each Trade Mark.

For Searching a title which does not result in registration, 25 cents.

For Transferring and Publishing Transfer of Registration, 50 cents.

For issuing Duplicate Certificate, 50c.

Applicants should be careful to fully specify the use of desired Trade Mark.

THE FOLLIES. 15,699
For cigars, cigarettes and tobacco. Registered June 11, 1908, at 9 a. m., by Chas. Stutz Co., New York.

DR. BEEMAN. 15,700
For cigars, cigarettes and tobacco. Registered June 12, 1908, at 9 a. m., by Central Litho Co., Cleveland, O.

PHILA. UNION STATION. 15,701
For cigars. Registered June 15, 1908, at 9 a. m., by J. L. E. Wolfender, Phliadelphia.

BUFFALO UNIVERSITY. 15,702
For cigars, cigarettes and tobacco. Registered June 17, 1908, at 9 a. m., by I. Goodman, Buffalo, N. Y.

UNIVERSITY OF BUFFALO. 15,703
For cigars, cigarettes and tobacco. Registered June 17, 1908, at 9 a. m., by I. Goodman, Buffalo, N. Y.

Not Eligible.

Virginie, Freestone, Champion Smokers, Havana Gems, Porto Rico, Three Leaders, Plumed Knight, Log Cabin, Red Dog, Indicator, Invader, R. F. D., Long Green, Earl of Derby, Elsie Janis, First Citizen, Elmora, Jolly Fellow, Growler, Donkey.

Cancelled.

JOLLY ROVER.
Registered March 25, 1908, by Edward S. Stumpf, Lancaster, Pa., has been cancelled.

Transferred.

RACEME.
Registered by Waltz, Maurer & Co., Orwigsburg, Pa., on Nov. 16, 1904, was transferred to Franklin H. Deibert, Orwigsburg, Pa., on June 15, 1908.

YORK CIGAR TRADE IMPROVING

Hopeful Reports Received from Manufacturers in Various Parts of the County.

York, Pa., June 15.

There is a general improvement in the cigar trade in this section and the output is gradually increasing. A great many of our manufacturers through this county do their business through brokers, and those men seem to be now getting into more active operation and consequently more orders are being received for goods. During the earlier part of the season the brokers reported that there was no business and they did not go out after it very strong. Consequently what business manufacturers were getting came to them by mail only. Now the situation is reversed, and fortunately a greater volume of it is coming.

A number of tobacco growers from this section attended the meeting of the Lancaster County Tobacco Growers' Association held at Lancaster last week. From reports they received, the acreage of tobacco planted is not much less than last year. It was also evidenced from information given by President Herr that he was communicated with relative to organizing a tobacco association in York county. An important question discussed was that of "Farmers' Protective Associations." Several members advocated and discussed liberally the question of organizing for protection. It was argued that there is a tobacco trust, a bran trust, etc., and there should be a farmers' trust.

There were several members of the trade from York and vicinity who last week attended the sale of the C. M. Clime & Bro. property at Terre Hill, and at least two, H. F. Kohler, of Nashville, and A. M. Shepp, of this city, made considerable purchases.

Celestino Costello & Co., makers of the Barrister cigar, have lately found an active demand for their product and a considerable increase over previous months of this year.

Warren Beck & Bro., on their seed and Havana cigars, have had a moderately good business all along. They cater specially to handlers of the better grades of goods, and as a result have felt less of a slump in trade than some other manufacturers.

J. K. Pfaltzgraff & Co., of West York, report a moderate trade on their line of nickel goods from the Middle West.

H. F. Kohler, at Nashville, has also been participating in a larger amount of trade, particularly from the West and East. The local trade, which has grown to goodly proportions, has increased recently to an encouraging extent.

A. E. Wallick, of this city, who represents the label lithographic house of Heywood, Strasser & Voigt, has recently been covering Washington, Baltimore, Philadelphia, and other places with good results. He is this week visiting Reading and vicinity.

Wm. L. Toomey, formerly engaged in cigar manufacturing here, has removed to Hanover, where he will continue in the business.

John F. Reichard, leaf dealer, recently returned from a visit to Ohio, where he made considerable purchases of leaf. He was accompanied by Jacob Streavig and W. H. Toomey, of Red Lion.

Considerable tobacco has been received at Red Lion lately. Among those receiving were D. A. Horn, 1 car; Red Lion Tobacco Co., 2 cars; Streavig & Kaltreider, 1 car, and S. A. Roseman, 1 car.

John Shindler, of Red Lion, recently returned from Wisconsin, where he made some tobacco purchases. He is well supplied with orders, and upon his return increased his force of cigarmakers.

W. A. Lahr, of Red Lion, reports a better prospect in the cigar trade now than for some weeks past.

L. J. Smith & Co. have also increased their force of cigarmakers in consequence of many new orders coming in.

W. H. Grim, of Windsor, is among the fortunate in capturing some new business and adding several more employes to his force.

Theo. A. Winter, of Craley, has been suffering for some time from erysipelas, but is now improving.

W. H. Snyder, Windsor, has closed a branch factory which he had been conducting at Pleasureville.

The cigar factories of H. C. Kuntz and Mt. Vernon Cigar Co., at Seven Valley, are at present quite busy.

At Dover, this county, the cigar factories are at present running on good time. A. Swartz & Son, in particular, have some good orders in hand.

G. W. Gable, of Windsor, recently made a business trip through Maryland and Virginia.

For Genuine Sawed Cedar Cigar Boxes, go to Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

To Protect the Consumers against the Host of Imitators of this Old Time Famous Popular Brand of Cigars
Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark
Juan F. Portuondo CIGARS
Established 1869
Registered in U. S. Patent Office
MANUFACTURED ONLY BY
The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia

SPECIAL NOTICES.
(12½ cents per line, 8 point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

L. BERNFELD
Cigar Broker
West Haven, Conn.
2-5tf

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

WANTED—The addresses of Union Factories which make Florida wrapped goods at $20 per M. Only financially responsible firms, and those capable of turning out 10 M. a week, need apply. Address O. M. N., care of Tobacco World, Phila. 5-13tf

For Sale.—Large Humidor and Show Cases for Cigars; almost new; price reasonable. Apply 417 Locust street, Philadelphia, Pa. 6-17c

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

STOP AT THE
NEW PRINCESS HOTEL
WHEN AT
ATLANTIC CITY

South Carolina Ave., 200 feet from Beach

The Princess Hotel is newly furnished throughout with rare taste, and possesses all modern requisites for convenience and comfort of the guests. Golf privileges and privilege of the Atlantic City Yacht Club extended to the guests.

American and European Plan

A BOOKLET will be gladly furnished upon application

Rates: Running from $12.50 to $30 per week, according to location of the rooms.

For further information address
CROWELL & COLLIER
THE PRINCESS HOTEL
Atlantic City, N. J.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

Monroe D. Sellers, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & Co.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

Michael Hose A. F. Brillhart
Dallas Cigar Co
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna

CIGAR MOLDS
Highest Grade Mold at Lowest Price.
Write for Catalogue of 1,500 Shapes.
The American Cigar Mold Co.
1931-1935 Western Ave., and
1201-1209 Dayton Street,
Cincinnati, Ohio.

HAVANA CORRESPONDENCE.

(Concluded from p. 9)

Sobrinos de A. Gonzalez sold about 380 bales of Vuelta Abajo, Partido and Remedios—mainly of the latter. Mr. Herrero, delegate sent by the Spanish Regie to Cuba, has been in town for several weeks. He and the local representatives of the Spanish Regie have bought and have deals pending for nearly 2,000 bales of Veulta Abajo colas.

J. F. Rocha & Co. sold 147 bales of clean Vuelta fillers of heavy body this week to a Northern buyer.

Rodriguez Bautista & Co. sold nearly 500 bales of first and second capaduras to a local commission merchant.

Miguel Gutierrez sold nearly 200 bales of the same kind to the same party.

Muniz Hermanos & Co. sold nearly 500 bales of colas of Vuelta Abajo this week. Facundo Gutierrez & Co. sold 230 bales of the same class. Celestino Medio sold about 300 bales.

Cardenas & Co. sold 120 bales of first capaduras to a local commission house.

M. Pulido & Co. sold 190 bales of first capaduras of Remedios to a Northern buyer.

M. Friedman, representing Taussig & Co., New York, is still in town. He bought several lots. He expects to depart on Saturday for home.

John Gerdts, of Frankel, Gerdts & Co., Sarf Francisco, manufacturers of La Narividad brand, is still here.

RECEIPTS FROM THE COUNTRY.

	Week ending June 6	Since Jan. 1
	Bales	Bales
Vuelta Abajo	535	21,116
Semi Vuelta	131	2,151
Partido	411	1,906
Matanzas	—	338
Remedios & S.Clara	841	23,503
Mayari	78	2,343
Total	1,996	51,357

OUR LANCASTER LETTER.

(Concluded from page 11)

were wrapped fifty in a bundle. The thieves left no clue.

Some few factories throughout the county report an improvement in orders, but others are complaining of slow collections. At Akron, a few weeks ago, the union factories were moderately well filled with orders, but work has again moderated with them.

S. H. Wolf, of Wolf & Hackman, has been on a trip through the West.

A. J. Hinsey is doing quite nicely on his smoking tobacco. His trade has increased on it, he says, fully one-fifth within a month.

The sale of the C. M. Clime & Bro. cigar factory and business at Terre Hill last week by Saml. S. Watts, trustee, took place as advertised. It was largely attended by members of the trade, some of whom had come a considerable distance. Bidding was quite spirited, and tobacco in particular brought good prices generally. It has been definitely ascertained that more will be realized from the assets than the appraised valuation, amounting to about $23,000, it is thought.

It has been learned that A. M. Clime & Sons will probably continue in the cigar manufacturing business, as the real estate was purchased by A. M. Clime for $5,445.

A total of about $12,000 was realized on the personal property, which is $3,000 to $4,000 more than its appraised valuation.

Among the largest purchasers at the sale were A. M. Clime, Terre Hill; W. F. Zierdell, Ephrata; Herman Stein, Lancaster; Globe Cigar Co., Ephrata; Milton Shirk, Stevens; H. F. Kohler, Nashville; M. Schlesinger, New York, and A. M. Shepp, York.

Private registered labels and brands brought as high as $60 per thousand sets.

Quite a contest was also developed on some of the tobaccos, particularly Florida, which sold at from 30 cents to $2.60 per pound. Wisconsin was sold at 16 cents per pound, and other sound tobacco brought from 8 to 16 cents.

Creditors generally are highly praising trustee Watts for the efficient manner in which the entire affair has been handled by him, and a distribution of cash is likely to be made in a short time.

—"Havana" is spelled with a "B" on genuine imported cigar boxes, and with a "V" in the case of home-made cigars, explained a tobacconist presented at Cardiff for selling British cigars as Havanas. The magistrate agreed that the custom prevailed, and inflicted a nominal fine.—London Daily Mail.

E. ROSENWALD & BRO.

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

Memphis Cigarmakers' Union Elects Officers.

Memphis, Tenn., June 10.

The regular election of officers was held at a largely attended meeting of the Cigar Makers' local No. 266 at Carpenter's Hall, on Second street, Friday evening of the past week.

The officers elected for the ensuing year were D. O. Canter, President; Chas. Ritnaur, Vice President; D. L. Hawley, Financial Secretary; A. Johnson, Recording Secretary; B. Hanson, Treasurer; B. Buckeschaum, Sergeant at Arms; A. G. Pope, Local Treasurer, and Devereaux, Byers and Blackwell, Finance Committee; Orchi, Truedel and Johnson, Trustees; Canter, Kolly and Hanson, Delegates to trades council.

The Cigarmakers also appropriated $20 per month indefinitely for the day nursery and foundling home.

Former Verdon Employe Enters Cigar Business.

Kalamazoo, Mich., June 12.

A. O. Robinson bought the cigar store known as Falvey's on North Burdick street. Mr. Robinson took possession of the store Thursday noon. He will make extensive repairs. Mr. Robinson was formrely employed at the Verdon cigar factory and has many friends in the city.

PATENTS RELATING TO TOBACCO, Etc.

890,119 Combined cigar cutter and match safe; A. B. Bennett, Opelika, Ala.

889,904 Sheet metal pocket tobacco box; W. J. Chambers, Chicago, Ill.

890,424 Cigar case; W. L. Henry, Dallas, Tex.

890,060 Cigarette; T. T. Hutchinson, Newark, N. J.

A. J. HINSEY
Maker of
PEOPLE'S CHOICE
Plain Scrap
Smoking and Chewing Tobacco
ESPECIALLY FINE QUALITY FOR THE PIPE
We make a Fine
SCRAP FILLER FOR CIGARS
Factories & Office, **AKRON, PA.**

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel **Cigars**
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an
Exclusive line of

NICKEL GOODS

Which can be recommended for
Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

Established 1895 Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

TOBACCO FARM IN GEORGIA

Largest in the World—Employs 3,500 Persons.

Tobacco is not a staple crop in Georgia, but Georgia has the largest tobacco farm in the world, embracing 25,000 acres and employing 3,500 persons. This plantation is the property of A. Cohn & Co., and is located at Amsterdam, Decatur county. In the hearing before the Senate Committee on the recent Philippine tariff bill, Samuel A. Einstein, the general manager, testified under oath that this farm produced one third of all the Sumatra tobacco used for wrappers in the United States, and it is probably the best financial venture in the State. Cohn & Co. plant every year 1,000 acres of "shade" tobacco, from which they harvest 1,000,000 pounds, and derive therefrom a profit of $1,000,000. The firm purchases besides all that the outside farmers raise, perhaps 2,000,000 pounds additional, so it is safe to say that their annual profit is from $2,000,000 to $2,500,000 per annum.

Most of the help employed on the plantation are colored, and they are given two great holidays. The first is "Emancipation Day," May 20—the anniversary of President Lincoln's proclamation freeing the slaves, and the other is Christmas. On Emancipation day the 3,500 negroes on the Amsterdam plantation are given their annual picnic and fish fry, which they celebrate in great style and enjoy thoroughly. A brass band is brought from one of the near by cities, and in a beautiful pine grove the different groups stake off their own grounds, light their fires and fry from 40 to 50 barrels of sea trout, snappers, mullet and other fish.

During the cooking the farm teams with beautifully decorated wagons, at least 25 in number, pass in review before a grand stand and line up in the field beyond for inspection. It is a hard matter to select the winners—all the teams are first class—mules fat and sleek and well kept, presenting a grateful sight to those who know what good livestock should be. The prize is $5 in gold for the best team, and the teamster who wins is of course overjoyed.

Lemonade, cold as ice can make it, is furnished all, and it is a rare sight to see 3,500 negroes, big and little, men and women, boys and girls in the gay holiday attire they love, dancing about a May pole, and afterward falling upon the long tables groaning under the loads of every luxury in the eating line afforded by the fertile country.—W. E. Curtis.

GENUINE CONNECTICUT BROAD LEAF TOBACCO SEED

Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal orders to

WM. L. HUNTTING, E. Hartford, Ct.

WILLIAM L. HUNTTING

Packer, Dealer & Grower of

Leaf Tobacco

Have on hand choice Broad Leaf wrappers and binders, cheap for cash.
Choice tobacco seed a specialty.

Office, 812 Main St., E. Hartford, Ct.

TEACHING CIGAR MAKING.

Two Stories About Detroit Institution Where Art and Mystery is Taught.

Detroit, Mich., numbers among its educational establishments one which professes to teach the cigarmakers' trade to pupils in a few weeks. This institution was the subject of two articles in Detroit newspapers on May 19, which, to say the least, give views of "both sides of the shield." The first article is from the Detroit Press, and is as follows:

"Professor" in Cigar Making "College" Has Nice Soft Job.

Teaching young girls cigarmaking at $5 and selling the product of their free labor is the lucrative business engaged in by J. Walch, 693 Gratiot avenue.

Walch gets a large number of pupils from the fact that the large cigar factories are not welcoming apprentices. Formerly pupils were taken in almost any number, but now many children, after getting their working papers, find that there is no opening for them. There usually is work for skilled operators, however, and Walch, who is the first to establish this kind of an educational institution, has between 40 and 50 young people, mostly girls, in his place.

As they are "graduated" in three or four weeks, and all the time are making cigars which can be sold at $15 a thousand or better, Walch's profits are obviously good. It is said at the "school" that learners are employed at piece work rates after they "graduate," but most of the girls and boys who were working there yesterday were of the learner class.

The "school" occupies the second floor of one of those Gratiot avenue triangle stores, and in summer it has ventilation enough from the windows. A big pile of tobacco leaves, over which the occupants walk in going from one part of the "school" to the other, is the most striking feature. The "professor" was at the far side of the room doing some heavy work; but he hastened over anxiously as Labor Commissioner Mal-

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B
Office and Warehouse:

FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a
pleasure to look over our Samples

Samples cheerfully submitted upon request

P. O. Box 96

CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specially

32 and 34 East Chestnut Street, **Lancaster, Pa.**

W. B. HOSTETTER & CO.

Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue.

York, Penna.

We Make **SCRAP FILLER** for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

Nos. 49 and 51 West James Street

Lancaster, Pa.

H. H. MILLER

Light Connecticut Wrappers and Seconds

Fine Georgia and Florida Sumatra

IMPORTED SUMATRA AND HAVANA

AND MUCH

Fine Binder and Filler Stock

327 and 329 North Queen Street

LANCASTER, PA.

MILTON H. RANCK

Packer of

Penna. Broad Leaf

Dealer in
All Grades of

Domestic Cigar Leaf Tobaccos

201 & 203 N. Duke Street

LANCASTER, PA.

J. K. LEAMAN

Packer of and Dealer in

LEAF TOBACCO

142 North Market St.

United 'Phones ***LANCASTER, PA.***

J. W. BRENNEMAN

Packer and Dealer in

Leaf Tobacco

Packing House, Millersville, Pa.

Office and Salesrooms,

110 and 112 West Walnut St.

LANCASTER, PA. United Phones

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA.

MAIN OFFICE: **Lancaster, Pa.**

The York Tobacco Co.

Packers and Jobbers in
All Grades of

LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of
Cigar Scrap Tobacco

York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. Lancaster, Pa.

GEO. SCHLEGEL

138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue. E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

Capacity 25,000 per day — Telegraph—YORK, PA.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor

Manufacturer of **FINE CIGARS**

Holtz, Pa.

⊙ LEONA BLAND ⊙

Pretty Bessie / York Nick . . . / Best Known . } 5c.

TWO CRACKER JACKS---2 for 5 Cents.

OAK MOUNTAIN BOUQUET BOSTON BEAUTIES PURO
PORTO RICO CROOKS

Correspondence with the Wholesale and Jobbing Trade Only Invited

The Moehle Lithographic Company
Clarendon Road & East 37th St. Brooklyn, N.Y.
Branch Office
171 East Randolph St. Chicago Ill.
Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.
LANCASTER, PA.

com McLeod and Deputy Factory Inspector Mrs. Girardin walked in and began questioning the pupils.

"Do you always wet cigar tips in your mouth?" Commissioner McLeod asked of one girl.

"Yes, sir. We all do."

"Say, don't do that. Don't do that, all of you. Don't you know, I always told you not to?" yelled the "professor," creating confusion all down the line.

"Every little while we have to send the girls out of factories because they do that," said Commissioner McLeod. "But we can stop the practice anyway, wherever we see it. Wetting cigars in the mouth comes under the general sweat shop law, that goods shall be made under healthy conditions."

Some of the things the girls whispered to Mrs. Girardin, however, will result in the factory inspector's department keeping a watch on this temple of learning.

The second article is from the Detroit News, and reads:

"Union Jealous," Says Cigar Man.

"The insinuation in a morning paper that my business was not a legitimate one does me a great injustice," said Joseph Walch, who runs a cigar factory at 693 Gratiot avenue, where he has also started a trade school to teach pupils the cigarmaking trade for $5. It takes on an average about six weeks to learn the mechanical part of the business. At present he has about 40 women and girls as students and a long waiting list.

"The $5 I charge for tuition," said Mr. Walch this morning, "goes to make up my loss in waste material, used up in the process of learning. Then I sell the best of the product of the learners at three for 5. These are entirely separate from my better brands of cigars which are made by the experienced hands. I keep as many of these as my business will employ after they have learned the trade.

"The whole trouble is that the union is jealous because I am getting along without belonging to it. I used to be a member, but was forced out because I unavoidably got behind in my dues, and when I offered to join over again was told I could not have the label until I had been a member one year. This forced me to make cigars without the label, and the experience I have had is that I have got along better since than ever before."

COLOMBIAN CIGAR FACTORIES

SUCCESSFUL PLANT AT CARTAGENA.

Consul Isaac A. Manning recently visited the cigarette factory of N. Emiliani in Cartagena, which was established in 1898 and is proving a successful industry. The consul describes this Colombian enterprise as follows:

This factory employs an average of 12 hands and has a daily output of about 90,000 cigarettes. It sells its product

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA

NEW YORK
CHICAGO
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STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nes. 84—86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
Lead Seals and Stencils
QUAKER CITY
STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890
Capacity, 20,000 per Day

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.
(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section
Fine Handling Superb Quality

Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

HERMAN DELLE
York, Penna.

Maker of
Delman 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: *The* Bear, *The* Cub, Essie, and Matthew Carey

W. R. DAUGHERTY & BRO.

Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

GEO. W. PARR
Manufacturer of
Fine Cigars
Littlestown, Pa.

MAKER OF
Fernside and Lord Wharton
Five Cent Goods
Sold to the Jobbing Trade only.
Correspondence invited

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

Mc Sherrystown, Pa.

R. E. JACOBY

Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Established 1870 — Factory No. 79

S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

Keyno
HAVANA SHORTS
2 oz. 5c.

Norristown
Tobacco Works
NORRISTOWN, PA.
Manufacturers of
Havana Shorts

Private Brands for Jobbers a Specialty
Samples submitted on application

OLDEST MANUFACTURERS OF
PEACH and PRUNE FLAVORS
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK.

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

in most of the important cities of Colombia. There are in operation two Comas machines, built by Hugo Bilgram, of Philadelphia, for making the favorite "folded end" cigarette of Spanish America, and one French machine for making cigarettes of the Egyptian pattern. There is a Jewel cutting machine, made by H. Levey, of New York, and the power is supplied by a Fairbanks-Morse gasoline motor.

Cuban tobacco, commonly known as "picadura," is generally used, and the paper is made from cotton or cotton fabrics. A small quantity of Colombian tobacco is used. But very little is known in this country of modes of treatment necessary to prepare the local product and give it the proper flavor and color for cigarettes. Yet it is said that Colombian tobacco is popular in Germany for pipe, cigarettes, and cigars. No Virginia tobacco is used, nor is any rice or wheat paper, the Colombian taste seeming to prefer the odor of the cotton paper, which, to one used to the almost odorless papers mentioned, is unbearable.

IMPORTS OF TOBACCO GOODS.

The importation at Cartagena of foreign cigarettes is light, and the same may be said of American cigarettes and pipe tobacco. Of cigarettes during the year ending June 30, 1907, the importation from Cuba amounted to 1,490 kilos (kilo equals 2.20 pounds), from the United States 386 klos, and from Germany 290 kilos. The importation of cut tobacco from the United States was apparently 13,270 kilos, and from Cuba 1,685 kilos; yet the bulk of that imported from the United States was Cuban tobacco, re-exported from bonded warehouses under drawback certificate. Of cigarette tobacco (probably of the Virginia variety), 176 kilos were imported from all countries.

In leaf tobacco the United States fared rather better, having exported to this port 45,189 kilos during the period mentioned. This was principally for use as cigar wrapper, and was used in the manufacture of cigars with a Colombian filler. The greatest cigar manufacturing district is that of Ambalema, on the Magdalena River, and the cigar makers there are putting out a creditable product. They are put up in boxes of 25, 50, and 100, and make a fairly good appearance, although not equal in shape, style, or flavor to the Jamaica or other island cigars, which are imported here in small quantities.

The field here for the manufacture of cigars and cigarettes for both home consumption and export may be said to be still open to any one with capital and a knowledge of tobacco treatment. The consumption is great, and consumers would appreciate better products than are usually offered in the local markets.

—A distribution of 18 per cent. has been made to creditors of Jos. Sopher, bankrupt, of Baltimore, Md.

Leaf Tobacco Markets

CONNECTICUT VALLEY.

There is very little to report in the tobacco line except that the farmers are yet busy setting out their fields. More of them have finished their setting, and still many more will hardly finish before the close of this week, and some still later.

Our correspondents write:

East Whately, Mass.: "Hon. Lyman A. Crafts, has sold his last winter's packing of tobacco consisting of 129 cases of tobacco including his own raising and a number of his town people, it is reported at 14 cents for the lot."

North Hatfield, Mass.: "The following lots of tobacco have been sold last week. George McClellan, about 12 acres. John & Dennis Fitzgibbons, 8 acres. The heirs of Francis Bardwell, about 3 acres. George McCuen, three acres to M. Boyle for Fryer Brothers of New York. Tobacco setting is pretty well started.

Conway, Mass.: "Tobacco setting is pretty well along and the crop is starting to grow finely. Although there are some planters that are not through that are usually through early. No cut worms troubling yet."—American Cultivator.

NEW YORK STATE.

Pleasant Valley.—Peter Auyer and Byron Cornell are among the first to set tobacco in this place.

South Granby.—Plants have come forward very fast the past two weeks and a number intend to commence setting this week. Will Lange and Aaron DeGraff have plants now large enough to begin setting. [Baldwinsville Gazette

EDGERTON, WIS.

The hunting for the last scattering remnants of the '07 crop is still being actively pushed with every indication that the State will be cleaned as slick as a whistle before the buyers for the trust are called in. The disposition is to leave nothing that can be lifted either in growers' or packers' hands. Nor is the question of price such a vital one as the control of the largest possible amount of the '07 crop. Just what proportion will finally land in the storehouses of the American Tobacco Co. cannot yet be figured, but conservative estimates place it above 80 per cent. of the year's growth.

From packers, too, the American Tobacco Co. is reported to have secured about 3,000 cases as well as 500,000 pounds of bundle leaf, comprising the largest transactions that have taken place in our State for some time.

The transplanting of the new crop is now well under way in all sections and the cool weather of the week has proven decidedly favorable to secure a good stand. Growers are bending every effort to push this work as rapidly as possible.

Shipments, 1,541 cases.—Reporter.

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade Seed and Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

American Protectorate
A Choice 5c. Cigar
Handsomely Packed and put up in Several Popular Shapes and Sizes
Manufactured by
Himmelberger & Noll, ROBESONIA, PA.

LITHOGRAPHERS AND PRINTERS
312-316 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
NEW YORK
CIGAR LABELS AND BANDS

The Gilt Edge
Cigar Box Factory
CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

It Will Remove Rankness from Tobacco
Take Away Mustiness and Give Cigars Havana Flavor.
CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
Chaskel Chemical Works
265 West Broadway, New York

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

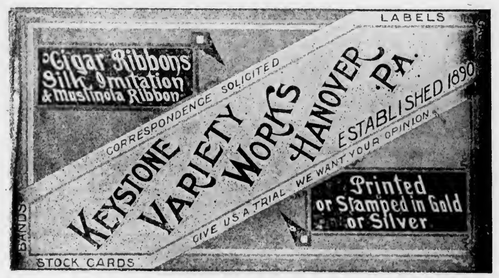
CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc. MANUFACTURERS
814-832 N. LAWRENCE ST., PHILADELPHIA
SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
CIGAR RIBBONS

CIGAR BOXES

A. KAUFFMAN & BRO.
YORK, PA.

CIGAR BOX LUMBER

WM. STEINER, SONS & COMPANY
Lithographers
257 to 265 West 17th Street, NEW YORK
SPECIALTIES
CIGAR LABELS ADVERTISING NOVELTIES
IMPORTED AND DOMESTIC BANDS



Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

ADEN BUSER Manufacturer of
Dealer in LUMBER LABELS EDGING ETC.
Cigar Boxes and Cases
R. F. D. No. 3
YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Established 1877 New Factory 1904

H. W. HEFFENER
Howard and Boundary Aves.
YORK, PA.
Steam Cigar Box Manufacturer
DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS,
EDGINGS, BANDS, ETC.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
Labels, Ribbons, Edgings
716—728 N. Christian St. LANCASTER, PA.

Minnich Baling Press
PATENTED MARCH 9, 1897

For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed
Presses
FOR LEAF TOBACCO PACKERS

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

Minnich Machine Works
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Spanish Betune
Is extensively used in Cuba for Toning Tobaccos. It removes all mustiness or other objectionable properties, giving the desirable uniform effect considered indispensable in Leaf. It is largely used in Damaged or Defective Leaf, being an Excellent Restorer.
Acme Extract and Chemical Works, Hanover, Pa.
E. G. ECKERT, Proprietor.

Patents *Caveats, Trade Marks, Design-Patents, Copyrights, etc.*
Correspondence Solicited
JOHN A. SAUL
Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands

"BRILLIANT STAR" Clear Havana	10c.
"S. B." Seed and Havana	5c.
"KATHLEEN O'NEIL"	5c.
"VUELTA SPRIGS" The Mellow Cigar	5c.

These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself
Why This Factory Never Shuts Down . .

STAUFFER BROS. MFG. CO.
NEW HOLLAND PA.

For Sale by All Dealers

VIRGINIA

PERIQUE

MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

W. A. LAHR

Wholesale Cigar Manufacturer

Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence Invited with the Wholesale and Jobbing Trade.

Samples Free to Responsible Houses.

THE TOBACCO WORLD

Established in 1881. Vol. XXVIII., No. 26. | PHILADELPHIA and NEW YORK, JUNE 24, 1908. | One Dollar per Annum. Payable in Advance.

Liberman Suction Tables

RECOGNIZED STANDARD

Thimbles made to order to fit any desired shape of cigar head

TUCK CUTTERS and CIGARMAKERS' KNIVES

Liberman Manufacturing Co.

812-814 Winter Street PHILADELPHIA, PA.

UNITED STATES TOBACCO CO.

. . . MANUFACTURERS OF . . .

CENTRAL UNION . Cut Plug
IDLE HOUR . . . Sliced Plug
EPICURE (For Pipe or Cigarette) Shredded Plug
HUNT CLUB . . . Cube Pipe Tobacco
SPHINX MIXTURE . Smoking

UNION MADE GOODS INDEPENDENT FACTORY

RICHMOND, VA.

SUMTRA TOBACCO

Samples gladly submitted on application

Importations Over 5,000 Bales Annually

H. DUYS & CO.

No. 170 Water Street, NEW YORK

De Amsterdamsche Tabakshandelmaatschappij, Amsterdam, Holland

Growers and Packers of

FLORIDA TOBACCOS

Write for Samples

SCHROEDER & ARGUIMBAU

178 Water Street, New York

CHARLES M. GUDKNECHT, PRESIDENT

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(INCORPORATED)
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CORRESPONDENCE SOLICITED PHILADELPHIA

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Oblinger Bros. & Co.
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615 Market St., Philada.
(NICKELBY, 5c.)

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Tel. 722 Orchard 6-8-10 Gouverneur Slip, NEW YORK

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GONZALES-FISHER CONTRACT

For Construction of New Factory Building at Tampa.

Tampa, Fla., June 19.

Yesterday afternoon contract was let by Miller & Kennard, architects, to McGucken & Dekie, for the erection of the Gonzalez, Fisher & Co. cigar factory. The new factory will be located close to where the old factory, destroyed by fire on March 1, was situated, Thirteenth avenue and Eighteenth street.

The building will be 50x137 feet, four stories high, of stone and brick construction, and thoroughly up-to-date in every way.

PROGRESS IN FLORIDA.

New Firm Making Preparation to Do a Large Business.

Madison, Fla. June 18.

The Florida Sumatra Leaf Tobacco Co. is a new concern engaging in the growing and packing of Florida leaf tobacco. They have planted twenty-five acres of tobacco under shade but are in a position to control anywhere from forty to sixty-five acres more. All the tobacco is to be packed under the personal supervision of the officers of the company, and they are now making preparations for marketing the same.

MAJESTIC CHANGES HANDS.

Well-Known Cigar Store in Pensacola Has New Owner.

Pensacola, Fla., June 19.

A deal was closed this week whereby Sol Cohn becomes the proprietor of the Majestic Cigar Store, in the lobby of the Blount building, which he expects to conduct in connection with the Imperial Cigar Store, in the Brent building. Harry Wagenheim will manage both places. All the present stock of the Majestic will be disposed of at cost and a fresh stock will be put in.

SNUFF FACTORY IN MEMPHIS.

American Snuff Co. Buys Site for New Branch Factory.

Memphis, Tenn., June 20.

The American Snuff Company yesterday closed a contract for the purchase of the property between the Illinois Central tracks on the west, the belt line tracks on the east, Keel avenue on the north, and Front street on the south, a distance of 430 feet. The consideration of the transfer was $17,000.

The company will soon erect a large snuff factory on this site, including a tin can factory, and remodel the present box factory which is already on the property for their own use. An investment of more than $100,000 will be represented in the completion of the new plant.

The growing demands on the other factories of the company, located at various places in the United States, made the present move necessary.

Plans and specifications for the new factory will be completed within a few days, and will be open for the bids of contractors. The company expects to have the plant in operation about Dec. 1, and not later than Jan. 1, 1909. When the factory is put into operation and begins working a full force, between 300 and 400 people will be employed.

Martin J. Condon, the president of the American Snuff Company, is a native Tennessean, being related to the Condons of this city. He was born in Knoxville and entered the snuff business in Nashville. His home at present is in New York. John C. Fisher is the company's representative here.

TOBACCO STRIPPERS UNEASY.

Readjustment of Prices Considered—Agreement Hoped For.

Springfield, Mass., June 20.

The local tobacco strippers' union, with a membership of about 100 women, held a special meeting in the central labor union hall to consider the offer of the manufacturers to grant their request of an increase of a cent a pound for stripping Havana filler if the union would accept a decrease of a cent a pound for stripping seed leaf. The present price is six cents a pound for stripping seed leaf. The proposition was discussed for three hours at the meeting and considerable difference of opinion expressed. The officers refused to give out any information as to the course of action adopted, but it was said that there was no danger of a strike and that the matter would be settled amicably. While gaining a cent a pound on the more difficult work, the union naturally does not want to lose a cent a pound on the seed leaf. This cent was added some time ago when the seed leaf was running unusually small, and the manufacturers feel that it is only right that the cents should be taken off now that the leaf is coming in larger stocks than formerly.

TRADE MARKS IN AUSTRALIA.

Use of Trade Mark in Australia for Five Years a Pre-Requisite.

The following letter from Messrs. Phillips, Ormonde & Co., trade mark attorneys and engineers, Melbourne, Australia, gives some interesting information in relation to trade mark registration in that country. Evidently the tobacco and cigar men do not spend so much time in devising special names for their goods as do those in Uncle Sam's dominions. The requirement that proof of continuous use for five years is necessary in order to secure registration of a trade mark will also strike the average American cigar man as being a rather stiff proposition.

Melbourne, Australia, May 4, 1908.
Tobacco World Pub. Co.,
Phila., Pa.

Gentlemen:—In connection with the registration of trade marks in the Commonwealth of Australia we have recently been petitioning in several interesting cases. The outcome of them is a confident assertion that any trade mark that has been continuously used in Australia for a period of five years or more can be registered even though identically the same trade mark may have been registered and used by another. The Registrar will respect and preserve any rights or reputation that have been acquired by a constant and honest concurrent user.

The requirements necessary in Australia to constitute an ordinary registerable trade mark are almost exactly similar to the essentials required in England, though should a trader have used a mark that fails to contain any one of the prescribed essentials for a period of five years or more he is entitled to registration of such a mark under Section 9 of the Act. Registration is only obtainable by procuring and

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The aim of the new organization according to its members will be to better the conditions now existing in the factories of the city and to bring about closer relations between the employer and employe. Meetings will be held monthly at the Robert Klein factory and the members of the union expect to work unceasingly for home made union cigars.

GONZALES-FISHER CONTRACT

For Construction of New Factory Building at Tampa.

Tampa, Fla., June 19.

Yesterday afternoon contract was let by Miller & Kennard, architects, to McGucken & Dekie, for the erection of the Gonzalez, Fisher & Co. cigar factory. The new factory will be located close to where the old factory, destroyed by fire on March 1, was situated, Thirteenth avenue and Eighteenth street.

The building will be 50x137 feet, four stories high, of stone and brick construction, and thoroughly up-to-date in every way.

PROGRESS IN FLORIDA.

New Firm Making Preparation to Do a Large Business.

Madison, Fla. June 18.

The Florida Sumatra Leaf Tobacco Co. is a new concern engaging in the growing and packing of Florida leaf tobacco. They have planted twenty-five acres of tobacco under shade but are in a position to control anywhere from forty to sixty-five acres more. All the tobacco is to be packed under the personal supervision of the officers of the company, and they are now making preparations for marketing the same.

MAJESTIC CHANGES HANDS.

Well-Known Cigar Store in Pensacola Has New Owner.

Pensacola, Fla., June 19.

A deal was closed this week whereby Sol Cohn becomes the proprietor of the Majestic Cigar Store, in the lobby of the Blount building, which he expects to conduct in connection with the Imperial Cigar Store, in the Brent building. Harry Wagenheim will manage both places. All the present stock of the Majestic will be disposed of at cost and a fresh stock will be put in.

SNUFF FACTORY IN MEMPHIS.

American Snuff Co. Buys Site for New Branch Factory.

Memphis, Tenn., June 20.

The American Snuff Company yesterday closed a contract for the purchase of the property between the Illinois Central tracks on the west, the belt line tracks on the east, Keel avenue on the north, and Front street on the south, a distance of 430 feet. The consideration of the transfer was $17,000.

The company will soon erect a large snuff factory on this site, including a tin can factory, and remodel the present box factory which is already on the property for their own use. An investment of more than $100,000 will be represented in the completion of the new plant.

The growing demands on the other factories of the company, located at various places in the United States, made the present move necessary.

Plans and specifications for the new factory will be completed within a few days, and will be open for the bids of contractors. The company expects to have the plant in operation about Dec. 1, and not later than Jan. 1, 1909. When the factory is put into operation and begins working a full force, between 300 and 400 people will be employed.

Martin J. Condon, the president of the American Snuff Company, is a native Tennessean, being related to the Condons of this city. He was born in Knoxville and entered the snuff business in Nashville. His home at present is in New York. John C. Fisher is the company's representative here.

TOBACCO STRIPPERS UNEASY.

Readjustment of Prices Considered - Agreement Hoped For.

Springfield, Mass., June 20.

The local tobacco strippers' union, with a membership of about 100 women, held a special meeting in the central labor union hall to consider the offer of the manufacturers to grant their request of an increase of a cent a pound for stripping Havana filler if the union would accept a decrease of a cent a pound for stripping seed leaf. The present price is six cents a pound for stripping seed leaf. The proposition was discussed for three hours at the meeting and considerable difference of opinion expressed. The officers refused to give out any information as to the course of action adopted, but it was said that there was no danger of a strike and that the matter would be settled amicably. While gaining a cent a pound on the more difficult work, the union naturally does not want to lose a cent a pound on the seed leaf. This cent was added some time ago when the seed leaf was running unusually small, and the manufacturers feel that it is only right that the cent should be taken off now that the leaf is coming in larger stocks than formerly.

TRADE MARKS IN AUSTRALIA.

Use of Trade Mark in Australia for Five Years a Pre-Requisite.

The following letter from Messrs. Phillips, Ormonde & Co., trade mark attorneys and engineers, Melbourne, Australia, gives some interesting information in relation to trade mark registration in that country. Evidently the tobacco and cigar men do not spend so much time in devising special names for their goods as do those in Uncle Sam's dominions. The requirement that proof of continuous use for five years is necessary in order to secure registration of a trade mark will also strike the average American cigar man as being a rather stiff proposition.

Melbourne, Australia, May 4, 1908.
Tobacco World Pub. Co.,
Phila., Pa.

Gentlemen:—In connection with the registration of trade marks in the Commonwealth of Australia we have recently been petitioning in several interesting cases. The outcome of them is a confident assertion that any trade mark that has been continuously used in Australia for a period of five years or more can be registered even though identically the same trade mark may have been registered and used by another. The Registrar will respect and preserve any rights or reputation that have been acquired by a constant and honest concurrent user.

The requirements necessary in Australia to constitute an ordinary registerable trade mark are almost exactly similar to the essentials required in England, though should a trader have used a mark that fails to contain any one of the prescribed essentials for a period of five years or more he is entitled to registration of such a mark under Section 9 of the Act. Registration is only obtainable by procuring and

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

INTENTIONAL SECOND EXPOSURE

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia

FOUNDED 1855
John T. Dohan — Wm. H. Dohan
FLOR de D&T
DOHAN & TAITT
Importers of Havana and Sumatra
Packers of Leaf Tobacco
107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
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322 and 324 North Third Street, Philadelphia

Julius Hirschberg & Bro.
Importers of Havana and Sumatra and Packers of Seed Leaf
Tobacco
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Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

H. Golinsky & Son
Importers & Packers of
HAVANA AND SUMATRA SEED LEAF TOBACCO
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Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
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K. STRAUS & CO.
IMPORTERS OF
PACKERS OF LEAF TOBACCO
HAVANA
301 & 303 North 3rd St.
PHILADELPHIA.

Benj. Labe — Jacob Labe — Sidney Labe
BENJ. LABE & SONS
IMPORTERS OF
Sumatra and Havana
Packers and Dealers in Leaf Tobacco
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LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
and
Packers of Leaf Tobacco
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GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTER of HAVANA and SUMATRA
DEALER IN LEAF TOBACCO
REGISTERED
1642-44 N. ELEVENTH, ST. PHILADELPHIA

J. S. BATROFF
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

Export Stamp Issued by Cuban Independent Cigar Manufacturers

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The above Precinta, or Warranty Stamp, is only used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that Cigars, Cigarettes and Cut Tobacco packages which bear these Stamps were made in Cuba by such Independent Manufacturers belonging to the Union.

BE IT KNOWN: That said Guarantee Label only the manufacturers belonging to the Manufacturers' Union have the right to use and to attach on all cigar boxes and other packages of their goods.

COLORS OF THE PRECINTA: Black with pale blue ground; fac simile of the seal of the Presidency of the Republic: dark blue.

filing affidavits or statutory declarations by four or more reputable, disinterested members of the trade in Australia to the effect that they have known the trade mark to have been continuously used in some parts of Australia for at least five years and that they know the mark to have become distinctive of the goods for which registration is sought. Registration will only be granted for the goods to which the mark has actually and continuously been applied during the years mentioned.

Should a trade mark be already registered in Australia under a State Trade Marks Act (now out of operation) or under the Commonwealth Act, it will not prove a preventive or bar to the registration of an identical mark by another applicant who can prove honest concurrent use by declarations similar to those described to the effect that the mark has been used for over five years and has become distinctive of the goods of the applicant. In this case Registration will be limited to those of the States in which such concurrent use can be clearly proven.

Whilst these rulings are interesting to intending traders possessing trade marks lacking in the necessary requirements or essentials, but which have acquired a reputation by use, yet they are also a warning to registrants to take early steps to protect their marks from infringements.

Very faithfully yours,
Phillips, Ormonde & Co.

American Tobacco in France.

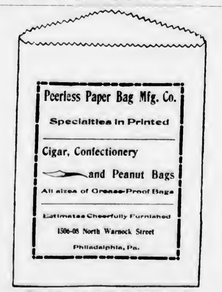
PROBABLE RESULTS OF ANY MATERIAL INCREASE IN PRICES.

In reply to an inquiry from a Virginia correspondent as to the probable effect in France of an increase of 20 to 30 per cent. in the price of American tobacco, Consul-General Robert P. Skinner, of Marseille, writes as follows:

"The probable effect of such a material increase in the price of American tobacco, unless clearly justified by general crop conditions, would be to accentuate the present tendency in France to procure supplies in other countries. In five years the only substantial increase in importations of American tobacco occurred in 1905, and this increase just about measured the shortage in importations from Algeria. The disposition seems to be to decrease importations from the United States, while increasing them from other countries.

"It must be remembered that American exporters are dealing with an absolute Government monopoly, and that if prices in the United States should advance too rapidly the monopoly is free to buy in the cheapest available market, and may be expected to do so, to the extent that the substitute tobaccos do not interfere with the volume of consumption and consequent revenue which the Government expects to derive from this enterprise. This is equally true of other European governments which control the tobacco business. The French Government is further committed to the policy of developing its colonies in every possible manner, and, other things being equal, will give their tobaccos the preference.

"It must not be supposed that advanced farming methods are not being employed in remote tobacco growing countries. A gentleman very extensively interested in tobacco and sugar plantations in Java informs me that the application of modern methods enables that island from year to year to increase the average production per acre. This particular exploitation deals with an immense area of land, where the labor supply is entirely satisfactory, and where the very latest devices are used for the handling of the crops. Sugar cane is converted into refined sugar ready for the market, and leaf tobacco is handled with equal care. A high salaried agricultural chemist is employed, and a profitable market is found for everything produced."



We have a Special Line of
Manila Cigar & Tobacco Bags
for Jobbers

STEPHEN F. KETRAN
Interior Wood.. Work..
Makes a Specialty of Fitting Up Cigar Stores
Bank, Church, Office, Store Fixtures and Special Cabinet Work
1615 to 1623 McKean St., Philadelphia

Greatest Cash Coupon Offer Ever Made
Save the **White Rolls Cigarette** Coupons
They are Worth THREE-FOURTHS of a CENT each, or SEVENTY-FIVE CENTS per Hundred, in Cash
And are redeemable at our Factory in Norfolk, when sent by mail or express, prepaid.
WHITE ROLLS CIGARETTE BOX FRONTS, not bearing a punched mark, taken in place of Coupons, at the same cash value.
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NORFOLK, VA.
ARTHUR HAGEN & CO., Agents, 151 N. Third St., Philadelphia

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GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

S. Weinberg

Importer of SUMATRA and HAVANA
Dealer in all kinds of SEED LEAF

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Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.

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Packer of and Dealer in

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Write for Prices.

Office and Warehouse: 630-636 N. Prince St.
Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

SAMUEL HARTMAN & CO.

DEALERS AND PACKERS OF

Domestic **Leaf Tobacco** of All Kinds

CONNECTICUT A SPECIALTY

Office and Salesroom:
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Correspondence Solicited LANCASTER, PA. Prices Within Reach of All

Northern Wisconsin Leaf Tobacco Co.

PACKERS OF AND DEALERS IN

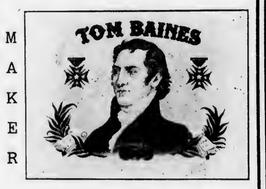
Northern Grown Wisconsin Tobacco Exclusively

LA CROSSE, WIS.

UNION MADE ..... ALL QUALITY ..... UNION BOXES

H. G. BURKY

MAKER



10c. HAND MADE HAVANA CIGAR 10c. 5c. A HIGH GRADE CIGAR FOR 5c.

Write for Samples and Prices

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Packers and Dealers JANESVILLE, WIS.

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Packer of and Dealer in

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Tobacco Bought and Packed on Commission

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L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

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Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

148 North Third Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of C HAVANA, 123 North Third Street PHILADELPHIA

Tobacco Packing Season Begun in Cuba

Earnest Efforts Made Throughout the Growing Sections to Get the Leaf in Readiness for the Factories. The Cry of "Very Short Crop" Not Likely to be Verified. No Arrivals. Comparative Tob. Exports for May '07 and '08

Special Correspondence of The Tobacco World.)

Havana, Cuba, June 15, 1908.

The packing season has begun in earnest and the evidence of operations is a pleasant sight to look upon in the country towns, where the escojidas are working and the country people from the farms nearby are gathered bending all their efforts to the baling of the weed that they strove so hard during nearly a year to raise to a readiness to be packed and prepared for the needs of the manufacturer.

As the packings have just begun, only a few bales have been seen so far in the local market, but the few lots that have arrived have been easily sold. A couple of hundred bales have been shipped to Germany on trial orders as samples of the crop. This is the case every year, and these shipments consist largely of the very lowest grades, such as "libre-de-pie."

Within a few weeks larger receipts from the different parts of the island are expected, and until a better assortment of the new goods can be examined in bales no one will venture to state positively his opinion as to this year's tobacco, in fact, an accurate one cannot be formed. Besides, a short time must be allowed for the bales to order to gain an idea as to how the tobacco will cure. So far, a favorable impression has been formed of what has been seen, but, the quantity is too small yet to permit us to judge the entire crop by it.

The rainy season has set in all over the island, as it has been raining for the last two weeks in the city of Havana as well as throughout the country.

A good many persons have been giving free lectures on the shortness of this year's crop. Obviously they had some interest in making such persistent reports to this effect. In some cases these prophets have gone so far as to make believe we would hardly have any crop at all. Of course, at this stage of the game it is almost impossible to say exactly what the quantity may amount to; we can only say there will be a fairly large crop or a fairly small crop. However, let me say that the crop will not be so very small by any means. If it is not as large as the previous crop, which was a very large one in quantity of bales, the shortage will not be exceedingly large.

It is an acknowledged fact among parties who have thoroughly covered the Santa Clara province that the Remedios crop will be superior in quantity to the previous one in that neighborhood by at least 50 per cent. The growers of tobacco all over that part of the country have raised much larger crops than last year. In the Province of Havana the planters have about the same quantity of tobacco as they generally have, and it is said that the Partidos crop will be equal to the 1907 crop.

The drawback in this year's harvest lies principally with the Vuelta Abajo kind. In the Vuelta Abajo there will be a much shorter crop than last year, as a large part of the tobacco that was planted was destroyed by the drought and other accidents which befell the growers in the Province of Pinar del Rio—principally in Remates.

The local market has quieted down since the last week, and a smaller number of tranasctions has gone on record than I have been able to quote in the previous few weeks. Hardly any buyers are in town, and of the large number arriving in the last several weeks only one or two remain. The rest have departed, except the few who are in the country looking at the situation out there.

Buying continued, although on a smaller scale, for first and second capaduras of Remedios as well as for Vuelta

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 88

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SUCCESSORS TO
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Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56 NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
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Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

Rz. BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista Neptuno 170--174 Special Partner—Gumersindo Garcia Cuervo

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO HABANA, CUBA

S. Jorge Y. P. Castaneda

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Growers, Packers and Exporters of

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(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON

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Specialty: **Vuelta Abajo** and **Partido**

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Cable: REFORM *Habana*

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

LUIS MARX

Tobacco Grower

No. 8 Cuba Street Post Office Box 177

HABANA

fillers. Of the latter a fair number of bales changed hands, taken principally by one or two Tampa manufacturers. The Spanish Regie also closed one or two deals for a considerable quantity of low grade Remedios.

Sales

during the past week amounted to 3,100 bales in all, consisting of 900 bales of Vuelta Abajo, 100 Partido, 1,306 of First and Second Capaduras and 800 of Botes and the lowest grades of Remedios.

For the American market 2,000 bales were purchased, 800 were taken by the Spanish Regie, 100 were bought for shipment to South America and 200 for local consumption.

Buyers Come and Go.

Arrivals:—There was not a single arrival of prospective buyers in our market in the last week.

Departures:—M. Friedman, John Gerdts, Mortimer Regensberg and A. M. Calzada, for New York; L. W. Scott, for Boston.

The following figures indicate the quantity and value of exports of all kinds of tobacco during the month of May, 1908, as compared with the same period of 1907. In May, 1908, the increase in dollars and cents was almost double.

1907.	Quantity.	Value.
Leaf Tobacco (bales)	13,604	$708,264
Cigars	4,521,376	311,615
Cigarettes (pkgs.)	1,139,227	30,741
Cut Tob. (kilograms)	7,095	7,545
Total		$1,058,168

1908.	Quantity.	Value.
Leaf Tobacco (bales)	19,359	$1,140,472
Cigars	14,432,870	940,001
Cigarettes (pkgs.)	813,544	26,873
Cut Tob. (kilograms)	15,926	12,332
Total		$2,119,678

Havana Cigar Manufacturers

The cigar business is keeping up its own, and while some of the smaller factories are not over busy the activity is well kept up at the principal independent ones, like Romeo y Julieta, Rey del Mundo, H. Upmann, Punch, La Escepcion, Redencion, Belinda, and some others.

The temperature has been damp this week and the factories were obliged to make very small deliveries, as they could not work freely all of the week.

H. Upmann & Co. shipped 800,000 cigars of their own H. Upmann and other independent cigar brands.

La Escepcion, under the management of Jose Lastra, is working just as steadily as ever. Pablo Quadreny, whom Mr Lastra succeeded until his return, departed on the 29th ultimo, direct for Europe. Mr. Quadreny will make a tour of the principal cities of Europe in the interest of La Escepcion.

Romeo y Julieta is already the owner of a nice assortment of vegas of the new crop. Last week its buyers secured the famous "Padron" vega.

The owners of the Crepusculo factory, since the last strike, have been the recipents of "blank" orders for over a million cigars. This factory has been making every effort to recuperate the time lost during its period of idle-

(Concluded on p. 14)

EDEN CIGAR FACTORY

of BANCES & LOPEZ
HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

CABLE ADDRESS "CALDA" TELEPHONE 6071.

A.M. CALZADA & CO.

PACKERS AND DEALERS IN

CODE USED A B C 4TH AND 5TH EDITION

LEAF TOBACCO

OFFICE & WAREHOUSE: MONTE 156

P.O.Box 595 HAVANA, CUBA.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

L. J. SMITH & CO.

Red Lion, Pa.

WHOLESALE CIGAR MANUFACTURERS

and

Dealers in Leaf Tobacco

Correspondence With Responsible Houses Invited

Private Brands Made to Order

We have a line of Superior Nickel Goods put up attractively; some with specially designed Bands, etc.

We have increased facilities for supplying live distributors with fast selling products.

ERNEST ELLINGER & CO. Office, Nos. 87-89 Pine Street
Importers of HAVANA TOBACCO New York

E. A. KRAUSSMAN
Importer of
Havana Tobacco
168 Water Street
New York

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of Leaf Tobacco
Telephone: 346 John 150 Water St., NEW YORK

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga
Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, June 23.

New York Leaf Market.

There has been no material change in the condition of the market since the last report. Sales have been of sufficient number, but the aggregated volume of business was still comparatively small, as manufacturers have continued to buy in a hand to mouth sort of way, and only such goods are taken as are needed for immediate use, although there was some demand for every type of domestic leaf.

The Sumatra market was characterized by a steady demand and a satisfactory volume of business was done.

The Havana market did not develop any special interest during the past week, and a moderate business was reported in this market.

There appears a somewhat better demand for Porto Rico tobaccos, of both wrapper and filler grades, and the market seems fairly well supplied.

Good Mexican tobacco has also had some sale but it has not yet been of real importance in extent or volume.

The Cigar Manufacturers

are considerably affected by the high prices of Havana leaf, and it is undoubtedly causing many to use the best substitutes available, and that may account for the increased activity in Porto Rico tobaccos, some of which are declared to be of exceptionally fine quality

General trade conditions in this branch of the industry have not yet improved to the extent that was hoped for. Local trade and nearby resort trade has not developed this year as was expected. The great proportion of the business now coming in is from Western points.

The Retailers

complain of a rather poor box trade, and the warm wave of the past week has not proven any boom to business with them. The universal cry among retailers is that people appear to have less money to spend than they had a year ago. Even in the down town business section it is felt more than in the residential districts. It is the general belief among them that it will be a quiet summer.

Vending Machine Co. Bankrupt.

Schedules in bankruptcy of the Garson Vending Machine Co., of 111 Fifth Avenue, show liabilities of $25,190 and assets of $10,590, consisting of machines at various places, cigars, etc., $7,779; cash on hand, $638; cash in hands of the Sheriff, $2,173, on an attachment and proceeds of sale of machinery, etc., and patents, value unknown. Among the creditors are the American Tobacco Company, $16,612, and Adam A. Long, of Rochester, N. Y., $4,643.

New Seidenberg Corporation.

Seidenberg & Co., with a capital of $100,000, was incorporated in Jersey City this week. The incorporators are L. J. Relica, F. E. Griswold and G. P. Stacy. The company is to cure leaf tobacco and to manufacture cigarettes and cigars.

Arrival of M. Isaacs.

M. Isaacs, who was formerly a member of the cigar manufacturing firm of Zeegan Bros., London, Eng., arrived here last Thursday on the Carmania, with his family. Mr. Isaacs has sold out his interests in the London concern and will make New York his permanent residence. He is going into the wholesale leaf line and hopes soon to be established in the tobacco district.

Women Cigarette Smokers.

The tobacco dealers report that the cigarette habit is growing among the women of Brooklyn. Most concerns now have "ladies'" cigarettes. The tobacco departments in the big downtown stores sell their wares to ten women were they sell to one man—according to the reports. Even the custom of openly purchasing cigarettes is said to be growing among the women of the better classes. A Fulton street tobacconist said the other day when discussing the subject:

"There are more women addicted to the cigarette habit than any one would guess. I believe that the habit is increasing among the women and the girls at a tremendous rate. A few women buy tobacco of me directly, but most send their orders by a messenger. I sell as many as 5,000 cigarettes to women a month frequently."

Another uptown man said: "Cigarette smoking is increasing at an alarming rate among the women. I regard the habit even among the men as a bad habit, but, of course, I am in the business to sell. I have several regular women customers who buy on the average from 200 to 300 cigarettes a month. Some of them have been coming here until I know them by name."

The stationery stores are favorite places of feminine cigarette smokers. They attract no attention in entering the places, and nearly all carry stocks expressly for their trade. Most women smokers, it is said, use the same brands as the men, but ordinarily buy their supplies in larger quantities.

Trade Notes.

Joseph Abrahams expects to be away from the city a few days next week, at which time he intends to take his family to Loch Sheldrake for their usual summer vacation. Mr. Abrahams says business in the leaf end is kind of quiet, but the sale on his Claude Duval and Henry Clinton cigars, both nickel goods, and Louis Bonaparte, his Havana cigar, is up to the standard. These goods are gaining new friends daily and are good duplicators. His factory at 20 Pearl street is running to capacity.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER
Monroe D. Sellers, Sellersville, Pa.

Leopold Powell & Co., makers of the Espima and other clear Havana cigars, have removed to a suite of new offices at 507 Fifth avenue, in the Columbia Bank Building.

M. Scadron, the manufacturer and retailer at 119th street and Lenox avenue, reports a good steady run on his six cent clear Havana smoker. This cigar has been on the market only a short time and its extensive sale has exceeded Mr. Scadron's expectations. Wm. The Silent, his leading brand, is a winner in this exclusive neighborhood and a large trade has been built up on this brand. Mr. Scadron understands leaf tobacco thoroughly, and will only allow the best the market affords to enter in the manufacture of his products.

Harry C. Vetterlein and his bride, of Philadelphia, sailed on the steamer Wilhelm II., on Tuesday, for Europe, where they expect to spend several months.

Hussey Leaf Tobacco Co. reports a good steady run in their mail order department, while their city business is about up to the average.

The "Only" Theodore Beckhardt, with M. Oppenheim, the Pearl street leaf dealer, after a short trip through Jersey, has returned home, but left again on Monday to visit his York State friends. Theo., while he found business fair, still complained that it was not what he expected it to be.

John J. Sanders, of the cigar manufacturers' supply house at 113 Maiden Lane, reports business as fair. He keeps a full and complete line of everything used in a cigar factory, and will willingly send catalogue of his wares upon request.

The A. Hussey Leaf Tobacco Co. has sent out a special circular of quotations on Sumatra leaf, in which is offered a large variety of goods. The printing, like everything they send out, is gotten up in excellent style and will undoubtedly prove effective.

SPECIAL NOTICES.
(12½ cents per line, 8-point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EMIL BERGER TOBACCO CO.
6-8-10 Gouverneur Slip, New York
7-6-1h Tel. 722 Orchard

L. BERNFELD
Cigar Broker
West Haven, Conn.
2-5tf

MONROE ADLER
Cigar Broker
36 La Salle St. Chicago, Ill.
12-18he

WILL Sell Half-Interest of my American Patent for Cigar Bunching and Wrapping Machine. Patents for Germany, England and Belgium also for sale. The Canadian patent is in successful operation with L. O. Grothe & Co., Montreal, Can., and in my Philadelphia factory. It is inexpensive, durable, easy to operate, and turns out fine, soft work, any size or shape, at a big saving. Address J. Albert Bach, 1724-1728 Blavis St., Philadelphia, Pa. 6-27l

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters Dieless Suction Tables, slightly used, and all in good working condition. Address Liberman Mfg. Co., 812 Winter street, Philadelphia. 10-2tf

WANTED—The addresses of Union Factories which make Florida wrapped goods at $20 per M. Only financially responsible firms, and those capable of turning out 10 M. a week, need apply. Address O. M. N., care of Tobacco World, Phila. 5-13tf

WANTED.—A New York Sumatra importing house wants a salesman for the State of Pennsylvania, except Philadelphia. Address Box 13, care of Tobacco World, Philada. 6-27c

FOR SALE—One million Long Filler Hand-made Cigars in Full Cedar 10ths, for $15 per thousand. Write to Consumers' Cigar Co., York, Pa. 1-8tf

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
NEW YORK
ESTABLISHED 1840 CABLE: "NARGIL"

JOSH BILLINGS
5c. Cigar
"There hain't none better than the best."
—JOSH BILLINGS.
This Is the Best.

A cigar of merit with a push behind it.
The Best Little Cigars ever offered the American public.
Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.
I. LEWIS & CO.
Makers,
Established 1870. Newark, N. J.
Z. JOHN NORRIS,
Manager of the Philadelphia Office,
14 South Fourth St.

THE SITUATION.

There is some significance in the fact that the American Tobacco Company has purchased such an immense quantity of leaf tobacco this year in the cigar leaf tobacco producing States. This action of the company has been interpreted in one way by many members of the trade, and by about as many others a different theory has been advanced.

By some it is regarded as an effort to provide, at least in part, for a possible shortage of supply from the disturbed regions of Kentucky. From another hand it is asserted that the company has found it advantageous to lay in a large supply of low grade domestic cigar leaf, rather than pay a high price for cuttings to be used in the manufacture of scrap smoking and chewing tobaccos. It is well remembered that a few years ago Kentucky supplied considerable tobacco which was used in the manufacture of certain low grade cigars, and in that manner it helped to fill out a need. It is doubtful, however, whether the low grade cigar leaf can be as readily used in the manufacture of goods in which Kentucky tobacco is dominant. The more logical theory would therefore seem to be that it is intended as a supply for scrap tobacco manufacturing. This theory is supported by the fact that the tobacco was sent to stemmeries in the South, where is prepared the principal supply of raw material for the scrap tobacco manufactories.

It is also attributed to a prominent official of the A. T. Co. that the company had never really made any strong fight to get the scrap business, and to this statement may be attached more than ordinary importance, for with its present immense holdings of low grade cigar leaf tobacco, and the possibilities of acquiring a certain quantity of cuttings in conjunction, it would undoubtedly place them in a position of great advantage. And again, the price paid for the goods the company now holds would alone place them in an enviable position. It is a serious question as to where, in such an event, other manufacturers having to enter into competition could look for an adequate supply of raw material. Equally serious might prove to be the position in which manufacturers of low priced cigars may eventually find themselves. The heavy curtailment of the supply of low priced leaf may make itself severely felt, if, as seems not improbable, prices again advance, and the market stocks are found to be short of an adequate supply.

In the advertising columns of this week's issue appears an announcement of the Superior Novelty Mfg. Co., offering the trade a new electric cigar lighter. It should prove interesting alike to dealers and manufacturer, because of its many attractive features and advantages to the retailer and also to the cigar manufacturer, as the manufacturers of the machine have arranged to make a special price on it which will easily place it within the reach of the cigar manufacturer for premium purposes. As a premium offer by manufacturers we can imagine nothing that should prove more attractive. The company will cheerfully supply all information concerning this new device, upon request addressed to the Superior Novelty Mfg. Co., 1016 Arcade Building, Philadelphia.

THE TOBACCO WORLD

ESTABLISHED 1881 INCORPORATED 1902

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia

Cable Address, "Baccoworld." Havana Office, Prado 36, Altos.

ADVERTISING RATES ON APPLICATION.

By Subscription: $1.00 the Year; 75 Cents Six Months; 5 Cents the Copy.
Foreign Subscription, for all Countries of the Postal Union and Canada, $2.00 the Year.

Entered at the Philadelphia Post Office as Second Class Matter.

PHILADELPHIA, JUNE 24, 1908.

SUPREME COURT DECIDES.

Vicente Portuondo Co. Can't Use the Name, But Pays the Costs.

RESTRAINING ORDER in TEXAS.

On Tuesday, June 23, a decree was handed down by the Supreme Court of Pennsylvania on an appeal of the Vicente Portuondo Cigar Manufacturing Co. in the case of the Juan F. Portuondo Cigar Manufacturing Co. vs. Vicente Portuondo Cigar Manufacturing Co., and who by direction of the Court of Common Pleas had changed its name and is now called Vicente Portuondo Co.

By the decree the Vicente Portuondo Co. is now restrained from making any use whatever of the word Portuondo in connection with the manufacture and sale of cigars, and the costs of the proceedings were also placed on them.

In the Circuit Court of the United States for the Northern District of Texas the Juan F. Portuondo Cigar Manufacturing Co. also secured a permanent injunction against John E. Block, restraining the latter from the use of such names as "Portuondo," "Garcia Portuondo," "Castro Portuondo," "Oscuro Portuondo," or "Portuondo Cigar Co," or any colorable imitation thereof.

THE LOCAL TOBACCO NEWS

There is a general improvement noticeable in the local leaf market. Several sales of considerable volume were made to local cigar manufacturers, and mail orders from road men also indicate a change for the better.

There were also ample offerings of goods in this market, but with no apparent change in prices.

Pennsylvania Broadleaf was one of the strong features of this week's transactions, while Zimmer Spanish was also in considerable demand. The extreme heat has no doubt had some effect on business although it should not have affected the leaf trade particularly. The mid-summer weather came rather suddenly, and is being felt severely.

In the Sumatra market there was a quiet but steady demand, although no particularly large sales have been reported.

Havana tobaccos remain unchanged so far as prices generally are concerned, and with no over-abundant supply there would seem to be no good reason for expecting much reduction in prices.

There is a moderate business reported by cigar manufacturers, and an exceptional few are really busy, but with the majority and particularly among the smaller factories, trade is not so brisk as it might be; yet retailers as a rule have found some improvement. It seems rather strange, however, that jobbers report trade is not up to the standard in volume.

We have received from the Ware-Kramer Tobacco Co., of Norfolk, Va., makers of the White Rolls cigarettes, the latest and greatest coupon scheme that has ever come to our notice.

Coupons will be packed with White Rolls cigarettes and they are worth three-fourths of a cent each or 75 cents per 100. They are redeemable in cash, either at the factory of the company at Norfolk, or at the office of Arthur Hagen & Co., 151 North Third street, Philadelphia, who are the local distributors of the goods.

H. E. Spannuth, a veteran leaf salesman, who was well known to the trade in several States, died last Friday at Myerstown, and will be buried from there today (Wednesday.)

Mr. Spannuth was one of the old school salesmen, and for many years constantly on the road. He had always been connected with an active house, and up to the time of his incapacitation he was representing the old and sterling house of Lewis Bremer's Sons. He had been in ill health for some months, and although aware that all the medical skill available, and of which he had the best, could not effect a permanent cure, he became reconciled to his fate, and bore his sufferings with wonderful fortitude.

J. Harvey McHenry, of Arthur Hagen & Co., returned on Monday last from a visit to the factory headquarters of the Ware-Kramer Tobacco Co., at Norfolk.

Harry C. Vetterlein and his bride took passage on Tuesday, per steamer Kaiser Wilhelm II. for Europe, where they will sojourn for several months, after which they will make their home in the suburbs of this city.

Adolph Loeb, of K. Strauss & Co., who had intended sailing for Europe to attend several inscriptions of Sumatra tobacco, has been detained, owing to the illness of Mr. Strauss, the head of the house.

M. Rosenstine, a leaf tobacco broker, has taken possession of the premises at 310 Race street, until recently occupied by P. J. Kolb & Co. The floor consists of a large room front, with a more than usually high ceiling, and a smaller private office in the rear. Since Mr. Rosenstine requires only a moderate space for his own needs, he proposes to sublet part for desk room purposes.

Morris D. Neumann, of M. D. Neumann & Co., has been on a business trip through the West and Northwest, where he met with elegant success on the firm's White Knight and other brands.

A. C. Eisenlohr, of Otto Eisenlohr & Bros., returned last week from Amsterdam where he had been in attendance at the Sumatra inscriptions.

I. L Kemper, of M. Kemper & Sons, Baltimore, was a visitor in the Philadelphia market this week.

The Empire Leaf Tobacco Co. was among the more active houses of this week and has scored several sales of more than ordinary size. Among other sales they report one of 400 cases Pennsylvania to a cigar manufacturer nearby, and another of 100 cases Zimmer Spanish to an out of town manufacturer.

Arthur Hagen & Co. have taken the local distributing agency of the products of Marcus Feder, of Cleveland, O. The arrangement was consummated this week, when Mr. Feder was a visitor here, and now the trade from and including Altoona east through Pennsylvania, New Jersey from and including Trenton south, also Delaware and Maryland, will be served by Arthur Hagen & Co. The Feder line of stogies is known to be among the higher class products of that kind, and under the personal direction of the local firm their sale in this territory will undoubtedly be greatly expanded.

It is altogether likely that some further and interesting announcements concerning this line will soon be made.

B. Lipschutz, of the 44 Cigar Co., has planned a vacation for this summer. For more than eleven years Mr. Lipschutz has been confined closely to business, with very few days off, so that he well deserves this recreation.

He is expecting to sail on June 30th, and will go direct to Carlsbad, where he will remain some time, after which he will travel on the Continent.

George H. Valentine, of A. S. Valentine & Son, has so much improved in his health that he is this week visiting friends in Philadelphia, although he is not yet taking up business actively.

T. D. Hene, with Wedeles Bros., Chicago, was in town this week, showing a line of that firm's Florida tobaccos.

Julius Lichtenstein came over from New York early on Monday, and, after closing several transactions here, he left for Cleveland, O.

L. G. Haeussermann is this week calling on some of his old friends up the State.

George Sievers, with Sneeringer & Co., of Baltimore, is also among this week's visitors.

B. F. Rittenhouse, a cigar manufacturer of Norristown, was in the local leaf market this week.

S. R. Kocher, of Wrightsville, Pa., has been calling on the jobbing trade here this week.

Connecticut Packers Incorporate

Hartford, Conn., June 20.

The Ketchin & Hays Tobacco Co., Hartford, Conn., who will raise and pack leaf tobacco, has incorporated with a capital of $50,000.

The incorporators are Andrew J. Ketchin, Wm. M. Ketchin and Wm. J. Hayes.

A new and thoroughly modern ware house, which is claimed to be among the finest in the country, is now being erected and will be used by the newly organized firm.

Take no other but the Genuine
Established 1869
Incorporated 1893
Juan F. Portuondo CIGARS

Registered in U. S. Patent Office
Every Box of the GENUINE PORTUONDO CIGARS Carries this Trade Mark and Signature of Juan F. Portuondo
There are more IMITATIONS of this old established and JUSTLY FAMOUS brand of cigars than any other cigar in the world.
MANUFACTURED ONLY BY
The Juan F. Portuondo Cigar Mfg. Co. 1110-1116 Sansom St., Philadelphia.

TRADE MARKS REGISTERED.

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade Marks to be registered and published should be addressed to the Tobacco World Publishing Co., 224 Arch street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is $1 for each Trade Mark.

For Searching a title which does not result in registration, 25 cents.

For Transferring and Publishing Transfer of Registration, 50 cents.

For issuing Duplicate Certificate, 50c.

Applicants should be careful to fully specify the use of desired Trade Mark.

LA CIDRA. 15,705
For cigars, cigarettes and tobacco. Registered June 18, 1908 at 9 a. m., by George Schlegel, New York.

KANTBEBEAT. 15,706
For cigars, cheroots and stogies. Registered June 18, 1908, at 9 a. m., by Harry Greenwold, Cincinnati, O.

JUSTRITE STOGIES. 15,707
For stogies. Registered June 18, 1908, at 9 a. m., by Harry Greenwold, Cincinnati, O.

SANTA ABAJO. 15,708
For cigars, cigarettes and cheroots. Registered June 18, 1908, at 9. a. m. by M. Diamond, Passaic, N. J.

FAVORITA IMPERIALIS. 15,709
For cigars, cigarettes and cheroots. Registered June 18. 1908, at 9 a. m., by M. Diamond, Passaic, N. J.

SANTA RIO. 15,710
For cigars, cigarettes and cheroots. Registered June 18, 1908, at 9 a. m., by M. Diamond, Passaic, N. J.

CHARLES FOX. 15,711
For cigars, cigarettes, cheroots, stogies and tobacco. Registered June 19, 1908, at 9 a. m., by C. B. Henschel Mfg. Co., Milwaukee, Wis.

JOHN CURWEN. 15,712
For cigars, cigarettes, cheroots, stogies and tobacco. Registered June 19, 1908, at 9 a. m., by C. B. Henschel Mfg. Co. Milwaukee, Wis.

SAMUEL PARR. 15,713
For cigars, cigarettes, cheroots, stogies and tobacco. Registered June 19, 1908, at 9 a. m., by C. B. Henschel Mfg. Co., Milwaukee, Wis.

EL PORTUGOS. 15,714
For cigars, cigarettes, cheroots, stogies and tobacco. Registered June 19, 1908, at 9 a. m., by Chas. F. Stasch, Chicago, Ill.

LA MEMORIA. 15,715
For cigars, cigarettes and tobacco. Registered June 19, 1908, at 9 a. m., by George Schlegel, New York.

HAVANA IMPORTS. 15,716
For cigars, cigarettes and tobacco. Registered June 19, 1908, at 9 a. m., by H. J. Roth & Co., McSherrystown, Pa.

LA PESCO. 15,717
For cigars, cigarettes and cheroots. Registered June 19, 1908, at 9 a.m., by Wm. Steiner Sons & Co., New York.

GILBERT W. BARNARD. 15,718
For cigars, cigarettes and tobacco. Registered June 19, 1908, at 9 a. m., by George Schlegel, Chicago, Ill.

BON VERA. 15,719
For cigars, cigarettes and cheroots. Registered June 19, 1908, at 9 a. m., by Ruy Suarez & Co., New York.

NEVADA SPORTS. 15 720
For cigars and tobacco. Registered June 20, 1908, at 9 a. m., by E. M. Fryermuth, Reading, Pa.

LA FLOR DE WASHINGTON. 15,721
For cigars. Registered June 20, 1908, at 9 a. m., by H. W. Smith, Bellingham, Wash.

GREEN TIE. 15,722
For cigars. Registered June 20, 1908, at 9 a. m., by O. K. Sechrist, Reading, Pa.

ELNORA. 15,723
For cigars. Registered June 20, 1908, at 9 a. m., by O. K. Sechrist, Reading, Pa.

TOWANDA. 15,724
For cigars, and tobacco. Registered June 22, 1908, at 9 a. m., by Leffingwell & Hockett, Janesville, Wis.

PROWLER. 15,725
For tobaccos. Registered June 22, 1908, at 9 a. m., by S. S. Flinchbaugh, York, Pa.

TEDDY'S TRUST BUSTERS. 15,726
For cigars, cigarettes, cheroots, stogies and tobacco. Registered June 22, 1908, at 9 a. m., by Wimmers Cigar Box Co., Cincinnati, O.

AFTER ALL. 15,727
For cigarettes. Registered June 23, 1908, at 9 a. m., by M. Rappaport, Philadelphia.

ADAM. 15,728
For cigarettes. Registered June 23, 1908, at 9 a. m., by M. Rappaport, Philadelphia.

CABIN HOME. 15,729
For cigars, cheroots and stogies. Registered June 23, 1908, at 9 a. m., by J. E. Andrews, Greensboro, Md.

J. E. A. 15,730
For cigars, cheroots and stogies. Registered June 23, 1908, at 9 a. m., by J. E. Andrews, Greensboro, Md.

Not Eligible.

Black Spot, Turbine, Reina, Vuelta, Old Crow, La Proclamo, El Heraldo, Havana Bouquets, Havana Specials, John Keats, La Peruna, Winneta, Alfalfa, Mi Prima, Prima Cubana, Primavana, Prima Vuelta, Prima Vera, La Prima, Maybelle, Reading Sport, Paragon, The Invader, Limit, El Scento.

Transferred.

I. C. M. A.
Registered July 16, 1902 by George Schlegel, New York. Transferred June 20, 1906, to E. Seidenberg & Stiefel Co., New York. Re transferred to George Schlegel, New York, June 19, 1908.

LADY JULIETTE.
Registered January 22, 1902, by O. L. Schwencke Litho Co., New York. Transferred to R. Schwarz & Co., (R. Suarez & Co., successors) on Feb. 16, 1905. Re transferred to E. Poppelau, New York, June 23, 1908.

KING MIDAS.
Registered May 7, 1908, by M. Rappaport of Philadelphia, has been transferred to Arthur Hagen & Co., Philadelphia, on June 23, 1908.

Cancelled.

RIGHT SORT.
Registered May 22, 1908, by George Schegel, New York, for cigars, cigarettes and tobacco, has been cancelled.

WILLIAM S. LILLY, JACK BARREIT, SAMUEL ROGERS
Registered June 9, 1908, for cigars, cigarettes and cheroots, Heywood, Strasser & Voigt Litho Co., New York, have been cancelled.

Acme Extract and Chemical Works,
Manufacturers and Importers of
Havana Cigar Flavors, Casing Wines, Gums, Extracts, Betunes, Sweetenings and Specialties for All Kinds of Tobaccos.
E. G. ECKERT, Proprietor. Hanover, Pa.

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

Monroe D. Sellers, Sellersville, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

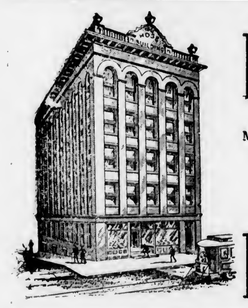
Sold Extensively by Leading Cigar Dealers and Druggists
Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers
Lima, Ohio

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

LOUIS E. NEUMAN & CO.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS



Michael Hose A. F. Brillhart

Dallas Cigar Co

Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

CIGAR MOLDS

Highest Grade Mold at Lowest Price.
Write for Catalogue of 1,500 Shapes.

The American Cigar Mold Co.
1931-1935 Western Ave., and
1201-1209 Dayton Street,
Cincinnati, Ohio.

HAVAVA CORRESPONDENCE.

(Concluded from p. 9)

ness at the time of the strike, but is still behind in orders. Don Francisco F. Rocha, of Jose F. Rocha & Co., sailed on the 4th instant, per steamship Alemania, for Spain. He has not seen his native country for a number of years, and will be gone for several months.

The Punch factory bought a few days ago in Vuelta Abajo the crop of the well known Buena Vista farm in the San Luis district.

Don Antonio Allones, head of A. Allones & Co., manufacturers of Mi Necha and El Modelo de Cuba cigars, is expected home from his trip to the United States.

Don Eustaquio Alonso, manager of the Partagas factory, who is traveling for his firm at present, cabled to Cifuentes, Fernandez & Co. his departure from New York for Europe a few days ago. He also cabled some orders.

Buying, Selling and Other Notes of Interest.

John Gerdts, of the firm of Frankel, Gerdts & Co., San Francisco manufacturers of La Natividad cigars, sailed yesterday for New York. From that place he will sail for Europe to meet his family. He does not expect to be home before the month of September. Mr. Gerdts bought in the neighborhood of 400 bales of tobacco while here.

A. Santaella has been in the market this week. He seems to be only interested in heavy Vuelta fillers. He bought of one firm 500 bales of Remates tobacco.

Gonzalez, Benitez & Co. sold 800 bales of botes, loose leaves and low grades of Remedios to the Spanish Regie.

Sobrinos de A. Gonzalez were the sellers of 250 bales of first capaduras of Remedios, to a local American house.

Miguel Gutierrez has sold a good part of his first capaduras. He disposed yesterday of 180 bales of firsts and seconds.

Puente, Granda & Co., who at the beginning of the month of May were one of our largest holders, among the Spanish houses, of Remedios first and second capaduras, have sold out their entire holdings.

Sylvester & Stern registered and bought this week close on to 600 bales of first and second capaduras.

RECEIPTS FROM THE COUNTRY.

	Week ending June 13	Since Jan. 1
	Bales	Bales
Vuelta Abajo	1,050	22,166
Semi Vuelta	148	2,299
Partido	421	2,327
Matanzas	—	338
Remedios & S. Clara	976	24,479
Mayari	89	2,412
Total	2,684	54,021

HOT WEATHER IN BOSTON.

Summer Resorts Have the Call, and Tobacco Men are Looking to Them for Business.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., June 21.

Trade conditions for the month of June are about the same. The weather has been intensely hot and the summer resorts are doing a big business. Now that the candidates have been selected at the Chicago convention, people appear more satisfied and many of our large houses feel confident that business will soon improve.

The various Boston representatives of cigarette concerns are paying particular attention to working the beach resorts. It is rumored that the Jaynes-Riker Co. has just purchased the two stores of Lewis & Co., the cut price druggists. With these two stores the Jaynes-Riker Co. will now own seven stores here, all good paying ones, and thirteen in New York City.

A representative of W. E. Baker & Co., New York, was in town this week showing samples of their three leaders, La Plaza de Habana (clear Havana) in all sizes, Manhattan Girl (seed and Havana) 10 cent cigar, and Marconi, a nickel proposition.

Bro. Chandler (Nestor Gianaclis Co.) was married in Malden. Many cigarette salesmen attended the wedding.

Sam. Kitsis has resigned as one of the city salesmen for the Mentor Co. and accepted a position with the Turco-American Tob. Co., of New York, to represent them in the New England States.

George Russell has severed his connection with the Allen Tobacco Co. and expects shortly to make other connections. Emil Abrahams will now give his personal attention to the sale of the Allen Tobacco Co.'s products in this market and expects to put on two or three sub salesmen.

Owing to the recent advance to the retailers of many of the American Tobacco Co.'s brands the live dealers are pushing the sale of Arabs and Dolma cigarettes, and F. H. Swick, the Boston representative of the Surbrug Co., is finding business very good. B. B. Bates, who has charge of the tobacco end of the Surbrug Co. business, is making a good showing with Players and Bohemian Mixture tobaccos.

F. M. Henderson (Melachrino & Co.) stopped in town yesterday on his usual Saturday calls and picked up a number of jobbers' orders. Melachrino cigarettes have been advertised very little here, but somehow they rank with some of our best sellers in high grade cigarettes.

Kid Nichols (Phillip Morris & Co.) had a busy week. His three hustling representatives had him continually on the go. Were it not for this fact Mr. Nichols would have gone to New York to attend the "outing" of the factory employes held today at College Point, Long Island.

Ben Ali.

E. ROSENWALD & BRO.

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIE.
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

H. F. Kohler, of Nashville, recently stated that his trade had during the past few weeks picked up wonderfully well, and that he could really use more cigarmakers on certain classes of goods than he now has. Orders for the kind of goods made at his Jacobus factory are coming thick and fast, and in his nickel and ten cent goods he has scarcely experienced any falling off at all.

Robbers have been quite busy in the vicinity of Dallastown, and several cigar factories have been entered and plundered. The factory of E. S. Sechrist was entered, but only postage stamps were secured, and some cigars damaged by being thrown about the floor. The Cuban Star factory, of the same place, was also entered recently and about 1,700 cigars were removed. They had been packed and stamped. There is a suspicion of several persons, and arrests will in all probability be made.

E. S. Sechrist, of Dallastown, has resumed operations on full time, having received orders for considerable quantities of cigars.

D. A. Horn, of Red Lion, a well known tobacco man, underwent a surgical operation some days ago, and is now improving rapidly and will soon be out again as usual.

There seems to have been a slight but general advance in the price of tobacco lately and considerable quantities have been purchased by certain local manufacturers. A. C. Frey, of Red Lion, received a car load last week, and Fred. Simth and John Shindler received two carloads.

The Red Lion Tobacco Co., has also been receiving considerable quantities of leaf lately for their scrap works.

Trade conditions are rather quiet at present with the Windsor factories and none are working full time.

G. Elmer Krout, a son of Frank R. Krout, cigar manufacturer at Jacobus, was among the graduates of the Jefferson Medical College at Philadelphia last week.

C. M. Beecher, son of D. H. G. Beecher, cigar manufacturer, of York, was married last week to Miss Jennie H. Brown, also of York. The groom is employed at the Pennsylvania R. R. office at Altoona.

—Official returns of French indirect taxation show that the profit made by the Government in 1907 on the sale of cigars, cigarettes, tobaccos, snuffs and matches attained a sum approximating $100,000,000.

VARYING FACTORY REPORTS

Some York Cigar Men Say 'Fairly Good,' while Others Say 'Very Dull.' Gossip of the Trade.

York, Pa., June 22.

The cigar industry of this county is fairly good in sections, and with other sections where it is still very dull. Except for the large increase in the number of factories the trade would be quite as dull as it was during the panic of 1893. There are occasional spurts of business with some of the manufacturers, which encourages them and others as well, but it seems to be of short duration generally and no material headway is being made.

Miss Bessie S. Patterson, daughter of W. T. Patterson, a leaf tobacco man of York, was married last week to R. P. Sherwood, a promising young attorney of York.

A more than ordinarily active business was done recently by John F. Reichard, an energetic leaf tobacco dealer, who sold various cigar manufacturers in the county considerable quantities of leaf tobacco, some of which had been selected by him when he recently visited the tobacco sections of one of the largest tobacco growing States.

A. J. HINSEY
Maker of
PEOPLE'S CHOICE
Plain Scrap
Smoking and Chewing Tobacco
ESPECIALLY FINE QUALITY FOR THE PIPE
We make a Fine
SCRAP FILLER FOR CIGARS
Factories & Office, AKRON, PA.

H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

H. R. TROST & CO.

(Formerly with F. C. LINDE, HAMILTON & CO. for 27 years)

Leaf Tobacco Inspectors & Weighers

15 East Lemon Street, LANCASTER, PA.

WOLF BROS.

Manufacturers of an Exclusive line of

NICKEL GOODS

Which can be recommended for Quality and Workmanship

Uncle Roman — Dun Bonanza
La Plumadora — Duke of Taranta

Red Lion, Pa.

Established 1895 Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

LANCASTER CITY AND COUNTY

Leaf Trade is Reported Slow, Although Prices are Said to be Strengthening.

Lancaster, Pa., June 22.

The business done in the leaf market during the past week does not indicate any great improvement from the packers' viewpoint. Yet there was some demand from manufacturers, and that is what made up the major portion of the week's transactions. Notwithstanding the moderate volume of trade the prices seem to have become somewhat stiffer and tobacco men are beginning to look around for available supplies. It is the general belief that prices will yet advance on both 1906 and 1907 goods, because now, when so much tobacco has been taken out of the market by the American Tobacco Company, there will be no over-abundnace. It is not expected, however, that there will be any great activity until the cigar industry again, becomes normally active.

The planting season has been greatly hindered by the dry spell, and the copious rain of Monday last has again almost evaporated and more rain is greatly needed by the young plants. The season for planting is now growing late, and unless that work can be finished soon it would be almost useless to do it at all. The acreage will in all probability be reduced in consequence of the dry weather.

The cigar industry throughout the county is none too good, and in fact it is still quite dull in many localities. There is perhaps not a factory in the county that is really busy.

Reports received from Clinton county indicate that there may be a normal acreage of tobacco raised there this year. Plants in that section are said to be in fine shape for transplanting.

The sale of a factory building at Denver, this county, last week attracted the attention of several members of the trade, and among the higher bidders was Chas. Garman, a cigar manufacturer, and H. F. Eberly. The first named it is said had intended to utilize it as a tobacco warehouse, had he secured it, and the latter was prospecting to open a cigar box factory, but it was bought for entirely other purposes.

A number of men well known in the cigar trade of Terre Hill were interested in the formation of a new bank at that place, of which S. S. Watts, the well known cigar manufacturer, was elected President.

The cigar factory of W. S. Brown, at Lincoln, was closed down last week for an indefinite period, owing to dullness of trade conditions.

A. P. Snader, of Ephrata, who has been confined to his home for several months, is improving very slowly. It is considered doubtful if he will ever regain his full health.

Canadian Anti-Cigarette Bill.

Montreal, Can., June 18.

In an editorial touching on the Dominion's proposed new cigarette bill, the Montreal Star says:

"Hon. Mr. Aylesworth's bill for the prohibition of the use of tobacco by minors, was advanced another stage in the Commons yesterday, and now stands for its third reading. The age limit was at the suggestion of Mr. Miller, raised from sixteen to eighteen years, which will do no harm if it does not weaken the force of public opinion behind the measure. Eighteen is getting perilously near the age when many people think that a lad should be left largely to his own judgment. The clause which empowers a policeman to confiscate the cigarette which he finds a small boy smoking on the street, happily stands; and it is to be hoped that the police will take advantage of this permission to the full. If the little fool at the end of a cigarette could be banished from our sidewalks grown people would be saved a deal of exasperation.

"This is a measure which will depend in a peculiar manner upon the zeal with which it is enforced. Public opinion will have to back it up vigorously and compel the police authorities to see that its provisions are respected. Quite as much attention should be paid to punishing those who sell tobacco to minors as to reprimanding the minors themselves; for if it can be made dangerous to supply a boy with cigarettes, it will be made doubly difficult for most boys to get them. The popularity of the cigarette with the small boy has been largely due to the ease and little money with which they can be obtained. The police ought at least to reduce the ease. Fear of public confiscation on the public streets would deter many another lad from taking the risk. The bill ought to be passed; and it ought not to be made too far-reaching or too extreme, lest it lose public support and become a dead letter."

GENUINE CONNECTICUT BROAD LEAF TOBACCO SEED

Grown from selected plants. Price 50c. per oz. or $6 per lb., postage prepaid to any place in the U. S., Canada, Cuba or Mexico. Send postal orders to

WM. L. HUNTTING, E. Hartford, Ct.

WILLIAM L. HUNTTING

Packer, Dealer & Grower of

Leaf Tobacco

Have on hand choice Broad Leaf wrappers and binders, cheap for cash. Choice tobacco seed a specialty.

Office, 812 Main St., E. Hartford, Ct.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

ZIMMER SPANISH, GEBHARDT, DUTCH, MEXICAN SEED, CONNECTICUT, Etc.

Telephone Call, 432—B

Office and Warehouse:

FLORIN, PA.

Located on Main Line of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops Our Specialty

Critical Buyers always find it a pleasure to look over our Samples

Samples cheerfully submitted upon request

P. O. Box 96

CHAS. J. LEDERMAN

Packer of and Dealer in

All Kinds of Domestic Leaf Tobacco

York State, Connecticut and Pennsylvania a Specialty

32 and 34 East Chestnut Street, *LANCASTER, PA.*

W. B. HOSTETTER & CO.

Packers and Dealers in

Leaf Tobacco

Rear of 144 West Market Street, on Mason Avenue, York, Penna.

We Make SCRAP FILLER for Cigar Manufacturers.

B. F. GOOD & CO.

PACKERS and DEALERS in **Leaf Tobacco**

Nos. 49 and 51 West James Street

Lancaster, Pa.

H. H. MILLER

Light Connecticut Wrappers and Seconds

Fine Georgia and Florida Sumatra

IMPORTED SUMATRA AND HAVANA

AND MUCH

Fine Binder and Filler Stock

327 and 329 North Queen Street

LANCASTER, PA.

MILTON H. RANCK

Packer of

Penna. Broad Leaf

Dealer in All Grades of

Domestic Cigar Leaf Tobaccos

201 & 203 N. Duke Street

LANCASTER, PA.

J. K. LEAMAN

Packer of and Dealer in

LEAF TOBACCO

142 North Market St.

United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN

Packer and Dealer in

Leaf Tobacco

Packing House, Millersville, Pa.

Office and Salesrooms,

110 and 112 West Walnut St.

LANCASTER, PA. United Phones

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA.

MAIN OFFICE: **Lancaster, Pa.**

The York Tobacco Co.

Packers and Jobbers in All Grades of

LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco

York, Pa.

N. D. ALEXANDER, Packer of and Dealer in **LEAF TOBACCO**

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. — Lancaster, Pa.

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue. E. E. THETHER, Mgr.
San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

Capacity 25,000 per day — Telegraph—YORK, PA.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor

Manufacturer of **FINE CIGARS**

Holtz, Pa.

⊙ LEONA BLAND ⊙

Pretty Bessie, York Nick . . . Best Known . } 5c.

TWO CRACKER JACKS---2 for 5 Cents.

OAK MOUNTAIN BOUQUET BOSTON BEAUTIES PURO PORTO RICO CROOKS

Correspondence with the Wholesale and Jobbing Trade Only Invited

The Moehle Lithographic Company
Clarendon Road & East 17th St. Brooklyn, N.Y.
Branch Office
171 East Randolph St. Chicago Ill.
Cigar Labels, Bands & Trimmings.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

NASHVILLE'S IMPORTANCE

In Tobacco & Snuff Manufacture. Increase of 300 Per Cent.

Nashville, Tenn., June 18.

The manufacture of plug, twist and smoking tobacco in Nashville shows an increase of 300 per cent. within the last two years, and the aggregate business handled through her tobacco manufacturing and snuff plants annually totals nearly $3,000,000 and represents an output of approximately 7,000,000 pounds, which is handled by merchants in fifteen states, the trade competing with the manufacturing plants in Louisville, St. Louis and Winston, N. C., and the snuff manufacturing plants of the United States. Nashville also has the largest and practically the only independent snuff manufacturing plant of any importance in the United States. This company is known as the Independence Snuff Company, organized two years ago, and its increase in trade has been remarkable. The stock in this company is owned by the retail merchants of Tennessee and adjoining States, and it is a big competitor with the several branches in the same business operated by the "trust." Nashville also has a branch of the American Snuff Company, one of the biggest plants of a like character south of the Ohio.

TERRITORY COVERED.

The manufacturers of plug, twist and smoking tobacco in Nashville travel the States of Illinois, Indiana, Kentucky, Georgia, Alabama, Mississippi, Texas, Tennessee and Oklahoma, selling to the jobbers, and in many instances working the retail trade for the jobbing houses in introducing their lines in a new section. These concerns are live, wide awake institutions, and by progressive business principles, backed by quality of materials used, have increased their business in the States mentioned, entered into successful competition with the larger tobacco manufacturing centres of St. Louis, Louisville and Winston, N. C., and made for the advancement of Nashville's claims as a tobacco manufacturing centre in the South.

Five years ago Nashville had only two tobacco manufacturing concerns, while today she has five, and the various brands manufactured are well known to the users of the weed in fifteen states of the Union, although several states included in the fifteen are covered only in part. A conservative estimate of the number of pounds of tobacco manufactured in Nashville annually is 3,000,000, and represents a business of over $1,000,000.

The principal source of supply from which these manufacturers draw is the Upper Cumberland District, Louisville and Clarksville, and purchases embrace the one-sucker leaf and Burley products. The following firms are engaged in the manufacture of tobacco in Nashville: W. W. Ford Tobacco Works, making twist and smoking; Hermitage

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA

NEW YORK
CHICAGO
ST. LOUIS

STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84—86 (Opposite Frascati).
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
Lead Seals and Stencils
QUAKER CITY
STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890
Capacity, 20,000 per Day

Growers and Packers of HIGHEST GRADES CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.
(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section. Fine Handling Superb Quality

Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O

HERMAN DELLE

York, Penna.
Maker of
Delman 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.

Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: *The* Bear, *The* Cub, Essie, and Matthew Carey

W. R. DAUGHERTY & BRO.

Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

GEO. W. PARR

Manufacturer of
Fine Cigars
Littlestown, Pa.

MAKER OF
Fernside and Lord Wharton
Five Cent Goods
Sold to the Jobbing Trade only
Correspondence invited

C. E. MATTINGLY & CO.

Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

R. E. JACOBY

Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Established 1870 — Factory No. 79

S. R. KOCHER

Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

Buy Your Pennsylvana Broad Leaf
B's
Direct from Packers
Old B's a Specialty {1905 1906 1907} Crops
HOFFMAN BROS.
BAINBRIDGE, Lancaster County, Pa.

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

We Make The Best Peach & Prune Essences In the Market
ACME EXTRACT & CHEMICAL WORKS
E. G. Eckert, Proprietor Hanover, Pa.

Tobacco Company, making twist and smoking; Cumberland Tobacco Works, making plug, twist and smoking; Nashville Tobacco Works (American Tobacco Company), making plug, twist and smoking, and the Crescent Tobacco Company, making plug, twist and smoking.

SNUFF PRODUCTION.

The annual snuff production out of Nashville is between four and five million pounds, representing an annual business of approximately $2,000,000. Most of the snuff tobacco used of the dark lug type comes from Clarksville, although the markets of Henderson and Paducah are sometimes visited. The two factories engaged in the manufacture of snuff are the Independence Snuff Company and the American Snuff Company, the former an independent concern, which was organized two years ago, and the latter an old established business which has come down from the days of Bruton & Condon. As a snuff manufacturing point Nashville stands at the head of the cities south of the Ohio river. The principal brands manufactured by the American Company are the Rooster, Bruton & Condon's Scotch, and Hot Scotch, while the Independence Company manufactures only one brand, The Red Band Snuff. This brand has become very popular with snuff users over the ten states traveled by this concern and the factory prides itself upon the purity of the materials which go to make up this snuff. In this respect it may be of interest to note the process by which tobacco is turned into snuff:

Only tobacco two years old is bought, and in taking it from the hogsheads each leaf is separated from the hand, dusted, washed and allowed to stay on the dripping board over night. In this manner all grit and dust is removed and all mildewed or ruined leaves are thrown out of the hand. Later the cleaned tobacco is sent to the cutting machines where the leaves are cut bias into quarter-inch strips and allowed to stay in a room at a certain temperature for many days, later being subjected to various degrees of heat in the artificial aging process and then it goes to the mills, where it is pulverized.

No snuff is thrown on the market after the pulverizing process until it is allowed to stay in the cellar probably six months. It is true that not all tobacco made into snuff is treated in this manner. The element of quantity is not so much the point with Nashville manufacturers as the more essential element of quality and in this respect the tobacco and snuff manufacturers of Nashville have made a name which has pushed their brands to the fore and bids fair to make the Capital City one of the largest tobacco and snuff manufacturing points in the country.

Nashville's proximity to the tobacco district and her advantageous freight rates have also made for the advancement of this enterprise, and the rapidity with which it has grown within the past two years is shown in the fact that her tobacco interests have increased three hundred per cent.

Leaf Tobacco Markets

CONNECTICUT VALLEY.

The plants are living very well, and are starting off in good shape. Some of the early set fields show up well for the time of year. Some of the leaves are as large as a man's hand.

Our correspondents write:

Hatfie d, Mass.: "J. Litchtenstein has bought of J. W. Kiley about 100 cases; Michael Kiley, 60 cases; Bock & Spitzner bought of Levi Pease 200 cases. Ghene bought of John McGrath 3 acres; M. J. Ryan, 12 acres; Fred Carl, 10 acres; W. W. Langdon, 6 acres; D. P. McGrath, 6 acres—1907 crop."

North Hatfield, Mass.: "The setting in this locality is practically finished. One man has an acre or two yet remaining. One of our growers set 13 acres last Friday and finished on Saturday. Some have begun the second hoeing. The tobacco in the fields is growing well."—American Cultivator.

NEW YORK STATE.

Baldwinsville.—Transplanting is now well under way. Many growers have finished setting and the plants have a good start in many of the fields.—Gazette.

EDGERTON, WIS.

An effort to cinch the last remnants of the 1907 crop is still being pushed by buyers representing some branch of the American Tobacco Co., not only in the country districts but in packers' hands as well. In the aggregate they have been able to add considerable to their holdings during the week, the great bulk, of course, being transferred from warehouses to their account. The largest of these deals is the securing of the low grade ends from the Equity packings, being equivalent to about 2,000 cases. A fair sized packing at La Crosse and another at Deerfield is said to have dropped into their basket. Prices from growers' hands are fully maintained at former quotations.

The prospect for old stock is looking up, though no large deals are reported.

The planting of the new crop is now under full swing in all sections and is going into the fields under the best conditions. Cool weather and frequent rains are conducive to securing a good stand and an early rooting of the young plants.

Shipments, 1,156 cases.—Reporter.

PATENTS RELATING TO TOBACCO, Etc.

890,751 Tobacco pipe; F. F. Austin, Chicago, Ill.

891,001 Decoloring tobacco-leaves; L. L. J. Parant and A. P. Pichon, Geneva, Switzerland.

890,703 Cigarette case; H. C. Pedersen, New York City.

890,922 Nail-clipper and cigar-cutter; J. C. Pettibone, Ansonia, Conn.

890,734 Machine for applying cork tips to cigarettes; J. N. Tzibides, Boston, Mass.

890,741 Smoker's appliance; C. West, Poole, England.

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

H. L. WEAVER Factory 3955 E. E. WEAVER
WEAVER & BRO.
Manufacturers of Cigars For Jobbing Trade Only
For Quality, Workmanship, Style and Price Our Goods are Correct. Correspondence Solicited
TERRE HILL, PA.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade Seed and Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

American Protectorate
A Choice 5c. Cigar
Handsomely Packed and put up in Several Popular Shapes and Sizes
Manufactured by
Himmelberger & Noll, ROBESONIA, PA.

LITHOGRAPHERS AND PRINTERS
312-316 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
NEW YORK
CIGAR LABELS AND BANDS

The Gilt Edge
Cigar Box Factory
CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

FRIES & BRO.
92 Reade St., NEW YORK
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the . . .
WORLD-RENOWNED
SPANISH BETUNS
Only Non-Evaporating
Cigar and Tobacco Flavors
SWEETENERS, ETC.
Sample Free The Most Popular Flavor since 1858 Please Write for Them
Guaranteed to be the Strongest, Cheapest, and Best

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS.
Sheip & Vandegrift Inc. MANUFACTURERS
814-832 N. LAWRENCE ST., PHILADELPHIA
SKETCHES & QUOTATIONS FURNISHED.
WRITE FOR SAMPLES AND RIBBON PRICES.
CIGAR RIBBONS

The Ideal Cigar Made in an Ideal Way

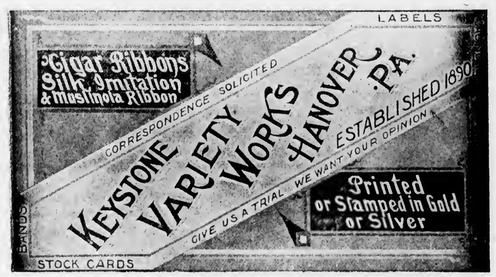
Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

CIGAR BOXES

A. KAUFFMAN & BRO.
YORK, PA.

CIGAR BOX LUMBER

Wm. STEINER, SONS & COMPANY
Lithographers
257 to 265 West 17th Street, NEW YORK
SPECIALTIES
CIGAR LABELS ADVERTISING NOVELTIES
IMPORTED AND DOMESTIC BANDS



Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

ADEN BUSER Manufacturer of
Dealer in LUMBER LABELS EDGING ETC.
Cigar Boxes and Cases
R. F. D. No. 3
YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Established 1877 New Factory 1904
H. W. HEFFENER
Howard and Boundary Aves.
YORK, PA.
Steam Cigar Box Manufacturer
DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS,
EDGINGS, BANDS, ETC.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
Labels, Ribbons, Edgings
716—728 N. Christian St. LANCASTER, PA.

Minnich Baling Press
PATENTED MARCH 9, 1897

For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.
Specially Constructed
Presses
FOR LEAF TOBACCO PACKERS
Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
Minnich Machine Works
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Spanish Betune
Is extensively used in Cuba for Toning Tobaccos. It removes all mustiness or other objectionable properties, giving the desirable uniform effect considered indispensable in Leaf. It is largely used in Damaged or Defective Leaf, being an Excellent Restorer.
Acme Extract and Chemical Works, Hanover, Pa.
E. G. ECKERT, Proprietor.

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CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
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Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
ARE THE CIGARS of the following Registered Brands
"BRILLIANT STAR" Clear Havana . 10c.
"S. B." Seed and Havana . . . . . 5c.
"KATHLEEN O'NEIL" . . . . 5c.
"VUELTA SPRIGS" The Mellow Cigar . 5c.
These Brands Sell on Merit and Constantly Repeat. Try Them and Judge for Yourself Why This Factory Never Shuts Down . .
STAUFFER BROS. MFG. CO.
NEW HOLLAND PA.

For Sale by All Dealers
VIRGINIA PERIQUE

MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

CIGAR BOXES

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CIGAR BOX LUMBER

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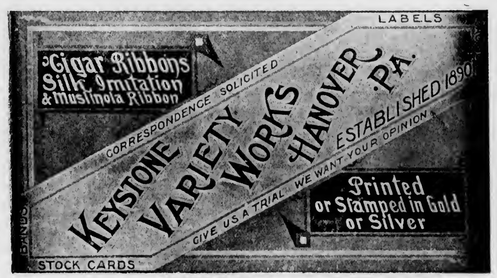

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The Machine is small, ornamental, odorless, has no wire or other connections; can be moved anywhere instantly, and is a safe, sure and durable lighter.

The metal portions are nickel plated; the whole outfit is practical, and attracts immediate attention.

Write for Particulars To-day.

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